

Unionists ask for talks on devolution

Unionist leaders yesterday attempted to reopen dialogue with the Prime Minister over the Anglo-Irish agreement...

From Richard Ford, Belfast

"Loyalist" opposition on a constitutional path. In private, some Unionists admit that it is impossible to expect the Prime Minister, particularly after the violence, to suspend the Anglo-Irish agreement...

Kinnock rejects rebels' rescue

By Philip Webster Political Reporter

Labour Party leaders last night denied the claims of left-wing councillors that Mr Neil Kinnock had agreed to indemnify them against surcharges and disqualifications.

It was confirmed last night that charges against four of the original alleged offenders had been dropped. Details of the charges drawn up by Mr Larry Whitty, the general secretary, against the 12 were disclosed last night.



The Princess of Wales arriving at Westminster Abbey yesterday for an Observance for Commonwealth.

Doctors attack increase for prescriptions

By Nicholas Timmins, Social Services Correspondent

Prescription charges are to rise by 20p, at close to double the rate of inflation, to £2.20p, but there is to be no increase in dental charges or charges for spectacles.

It said: "We have been warning ministers that the increases would put people off visiting the dentist and perhaps the message has finally got through."

French hostage shown 'dead'

From Our Correspondent, Beirut

In a macabre confirmation of earlier threats, the mysterious Islamic Jihad organization yesterday produced pictures of what it claimed was the body of the French hostage Michel Seurat, and said he was killed last Wednesday.

Industry costs fall

Industry's raw material and fuel costs have fallen by 9.5 per cent over the past year - the biggest annual decline since the 1930s - according to Government figures.

Carrington plea to Spain

The Times in an interview at Nato headquarters, "I hope very much the Spanish people realize that the Western Alliance is as much European as American and that it is an essential part of the European Community and political co-operation."

Child wins £600,000 damages

A girl, aged six, who was born with irreversible handicaps and can neither talk nor walk, was awarded £600,000 damages in the High Court yesterday.

Acquittal in second death trial

A Londoner aged 22 was acquitted yesterday of the murder of Leonie Darnley, aged 7, after facing his second trial at the Central Criminal Court for her murder in July 1984.

Portfolio The Times Portfolio daily competition prize of £2,000 was not won yesterday...

Thatcher 'talks too much'

Mrs Thatcher talks too much, takes on too much, and her party will drop her as fast as it can if things go wrong, according to Lord Wilson of Rivecourt, the former Labour Prime Minister.

Willis move

Mr Norman Willis, general secretary of the TUC, is trying to arrange a meeting between Mr Rupert Murdoch, chairman of News International, and Miss Brenda Dean, leader of the print union Sogat '82.

School fear

Many children from ethnic minorities go through a nightmare when they first go to school in Britain because they cannot cope with English.

Food danger

EEC and government policies are artificially promoting an unhealthy diet by subsidizing potentially harmful foods such as sugar, fat milk, butter and low fibre white bread, the BMA says.

Tamil attacks

Attacks on Sinhalese civilians by Tamil militants in Sri Lanka's Eastern Province are on the increase, despite government confidence that the situation there is much improved.

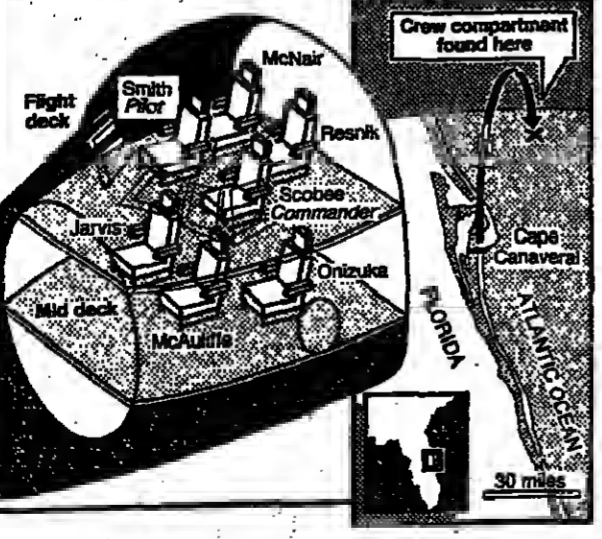
Hurdle hope

The Cheltenham National Hunt Festival begins today with See You Then the odds-on favourite to win the Waterford Crystal Champion Hurdle for the second year running.

Families 'not told' by Nasa

Shuttle recovery may take days

Cape Canaveral (UPI) - Wreckage of the shuttle Challenger's crew cabin has been found and the remains of some of the ship's seven crew members were brought ashore at the weekend, it was reported yesterday.



Testing Sir and Miss on the three Rs in Texas

By Michael Binyon Washington School tables have been turned on the teachers in Texas. After months of nervous sweating, protests, and attempts to play truant, over 200,000 teachers were yesterday sweating it out in classrooms across the state taking their exams, while their gleeful pupils were given the day off.

Teachers have been lobbying against this day of reckoning. Two weeks ago, some 2,500 marched on the state Education Office in Austin. Last week, lawyers for the Texas State Teachers' Association tried in vain to block the exam in court.

Following: "Where could an educator find a set of synonyms and antonyms for a particular word? A. an encyclopaedia, B. an index, C. a thesaurus, D. a bibliography." (Answer: C.)

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Table with 2 columns: Home News, Overseas, Arts, Bridge, Business, Sport, TV & Radio, Leaders. Includes sub-sections like Letters, Parliament, Sale Shows, Science, Snow Reports, Theatres, and Weather.



# £600,000 for girl of six born with multiple handicaps

A child aged six who has suffered multiple handicaps since her birth and has to be wakened every hour, was yesterday awarded £600,000 damages.

In the High Court, Mr Justice Turner was told how Caroline Turville's devoted parents had to cuddle her to sleep every night because of the "terrible and irreversible handicaps" she had suffered since her premature birth at the South London Hospital for Women and Children in October 1979.

The child was unable to speak or sit unaided and would be totally dependent on others for the rest of her life. Mr George Carman, QC, told the court.

He blamed Miss Elsie Sibthorpe, a consultant obstetrician, who had been contacted privately by the parents because of problems during the birth of their first child.

Mrs Jane Turville, aged 39, and Mr Peter Turville, aged 40, of Clarence Avenue, Clapham Park, south-west London, had been told by Miss Sibthorpe, who was present at the birth, that there were no risks although the baby might be born prematurely.

Lack of oxygen to the brain had caused severe damage and medical experts, consulted by the Turvilles, claimed that if there had been proper management there was every chance that the child would have been born healthy and normal.

Mr Carman said that she needed constant assistance with feeding, dressing and toilet needs.

Experts at the hearing said that her parents were giving her as good, if not better, care as she would receive in a special home.

Mr Carman criticized delays by representatives of Miss Sibthorpe and the Wandsworth Health Authority, which was responsible for the hospital, in offering a settlement. They denied negligence.

He said the fact that the settlement offer was as high as £600,000 could be seen as "powerful confirmation" that negligence would have been established.

"A claim on a full liability basis would be worth in excess of £1 million", Mr Carman said.

Mr Ian Kennedy, counsel for Miss Sibthorpe, said he was concerned at the suggestion of a delay. There had been "long and anxious discussions as to the question of liability".

It was not a case which showed any "gross lack of care", he said.

The health authority said: "We know that it is not going to be easy to care for Caroline in the years ahead and we are glad that settlement in this sad case has been reached." The authority agreed to pay the parents' legal costs.

The biggest damages ever received in a British court in a medical negligence case was £679,264 awarded at Cardiff last December to Miss Linda Thomas, aged 17, for brain injuries.



Mr Peter Turville after the hearing yesterday.

## Healthy diet drive

# Doctors attack fat subsidy

By Nicholas Timmins, Social Services Correspondent

Government and EEC policies are promoting an unhealthy diet by subsidizing potentially harmful foods such as sugar, fat milk, butter and low-fibre white bread, the British Medical Association said yesterday.

It also suggested that higher prices could be used to discourage consumption in other areas such as alcohol.

Existing controls on food, from labeling to manufacture, "do nothing to promote nutritional quality" and some regulations are positively harmful.

jam, for example, has to contain at least 60 per cent sugar and ice cream must have at least 5 per cent milk fat to be labelled dairy ice cream, the association said.

Three-fifths of the fat consumed in Britain was eaten in "invisible form", mostly in manufactured foods, dairy produce and meat products, it added. Half the national intake of sugar and salt is hidden in manufactured foods.

EEC policies encourage subsidies for milk and butter which promoted an "undesir-

ably high" consumption of saturated fat while import levies were imposed on oil-seeds and vegetable oils.

A change in the grading of carcasses for sheep, cattle and pigs could encourage farmers to produce leaner meat.

Future pricing policies should take public health into account, the association said in a report by its board of science on diet, nutrition and health, and should "promote a shift away from potentially harmful food products".

A national strategy to promote health and prevent disease, particularly in the prevention of diet-related illnesses which include heart disease, strokes and cancers, is "urgently needed".

Supermarket groups could also help by using their purchasing power to include more health products on the shelves.

They could do more to persuade people to eat more fresh vegetables, wholemeal bread and other cereals.

The Health Education Council has a budget of only £9 million against £400 million in advertising by the food industry.

The changes needed in the national diet, the association said, are not as drastic as those that were implemented in the Second World War when sugar consumption fell markedly and intake of fibre rose which, with other changes improved the health of the population.

# Crisp makers abandon use of some additives

By Robin Young

Britain's potato crisp manufacturers, who are promoting their product as the healthiest form of processed snack food, announced yesterday that they are progressively eliminating some of the additives.

The Snack Nut and Crisp Manufacturers Association said in London that several member companies were abandoning the use of artificial colouring agents used in the flavouring mixes for some brands.

It also said that because crisps were sold with shorter shelf life and used more refined vegetable oil, companies would be able to discontinue the use of the antioxidants, E320 and E321.

Both of these are banned in foods specifically designed for babies and young children.

Although Professor Donald Nisimith, of King's College, London, said at the association's conference yesterday that snack foods such as crisps had been maligned by people who "resorted to the tactics of the terrorist," at least one leading manufacturer has also responded to public concern about the fat content of crisps by marketing a low-calorie version.

KP uses steam treatment to blow surface fat off the low-calorie crisps in completing the cooking process.



Miss Jo Royal (left), of Southend-on-Sea, Essex, and Ashley Robinson, aged six, from Newton-le-Willows, Merseyside, showing off their tresses which made them winners in yesterday's Long and Lovely competition organized by Hair magazine.

# 'Jobs rise in Sunday shopping'

More than 100,000 part-time jobs could be created if Sunday trading restrictions were abolished, according to a report published yesterday.

"The likely impacts of free Sunday trading are that retail sales will rise, and there will be a small net increase in jobs, mainly part-time and for women", Mr Terry Burke of the Polytechnic of Central London, said.

"Free Sunday trading will provide a wider choice of employment opportunities for part-time workers. Following on from the predicted increased sales and changes in shopping patterns, there will be changes in patterns of employment."

"New jobs will be created on Sundays but others will be saved due to the smoothing of the peak sales periods. There will, however, be a small net increase in jobs, up to 2 per cent of the current retail labour force."

The report dismissed claims that free Sunday trading would disrupt family life severely and said that perhaps 120,000 married women with young children would work "but by choice rather than as a condition of their regular employment."

Not all shops would open, but most out-of-town superstores would treat Sunday as a normal day, the report said.

Shop workers opposed to "the wholesale and indiscriminate scrapping of the Shops Act" held a rally in London yesterday and handed in a 300,000-name petition to Buckingham Palace, calling on the Queen to support their fight.

The petition was presented by Mr John Flood, deputy general secretary of the shopworkers' union, Usdaw, who said that shopworkers' family lives would be adversely affected.

# Pop groups' dispute ends

A long-standing dispute between rival singing groups over the right to appear under the name "The Drifters" was settled in the High Court in London yesterday.

The settlement means that a nine-week UK tour, starting in Salford this Friday, will feature the "official" Drifters for the first time since 1983.

More than 30 singers have appeared under the name since the group was formed in 1953 under manager George Treadwell. His widow, Fayrena, has run the group since his death in 1967.

# Gas explosion source found

By Peter Davenport

A £500,000 geological and seismic investigation has found the source of the methane gas that caused the Abbotswood water station explosion which killed 16 people.

The blast occurred during a tour of the valve house by villagers concerned that it was contributing to flooding in their area.

Almost two years later its operators, the North-West Water Authority, yesterday disclosed the results of the independent survey.

The report, by Exploration Consultants Ltd of Henley-on-Thames, said that rocks three-

quarters of a mile below the site of the valve house in north Lancashire have been generating and releasing methane over millions of years.

It had been held to be a geological "trap", a natural limestone reservoir, from which it travelled towards the surface through a complex network of faults. The cutting of the tunnel had intersected the faults allowing the gas to seep in through shrinkage cracks in its concrete lining.

The tunnel is used to transfer water from the river Lune to the river Wyre as part of the Lancashire Conjective Use Scheme opened by the Queen in May 1980.

# Insurance firm starts anti-drink campaign

By Edward Townsend Industrial Correspondent

Legal & General, one of Britain's largest insurance companies, yesterday launched a drive to combat the country's drinking problem which, it says, is one of the biggest causes of absenteeism at work.

Latest statistics show that between two million and three million people are drinking to excess, according to L&G, and hogovers cost industry in lost working days.

As part of a "policy of social responsibility", L&G has produced a 12-minute video which aims to persuade drinkers to cut down on their alcohol consumption without horrifying people with "the evils of drink".

Although drinking is said to be associated with 80 per cent of deaths by fire, 40 per cent of all road accidents involving pedestrians and half of all murders, the company denied that its chief purpose was to reduce insurance claims.

The drinking video is aimed not at alcoholics, but at those who enjoy a glass of beer, a shared bottle of wine or a gin and tonic when they get home from work.

L&G says that learning the art of sensible drinking is a skill as important as reading, writing and driving.

Those most exposed to the drink problem, according to L&G, are publicans, waiters, salesmen, journalists, actors, soldiers and the expense account executive.

# Polygraph 'smears truthful people'

By Thomson Prentice Science Correspondent

Lie detector machines may incriminate more truthful people than liars and are unlikely to help to prove a suspect's innocence, according to new research.

The use of the polygraph is based on a "very weak scientific foundation" and public policy makers should ponder its flaws before deciding on extending it in society, American researchers say in the latest issue of *The Lancet*.

During the interrogation of a suspected liar, the device records heart rate, blood pressure, respiration rate and skin responses. Trained examiners are said to be able to detect a characteristic pattern of responses to that record when the subject is telling a lie.

But the researchers, who assessed previously published evidence for the sensitivity and specificity of the polygraph, have concluded that most of the positive results would be false positives.

"Consequently, truthful persons incriminated as liars by the polygraph would outnumber actual liars with a positive result on the test," they report.

The assessment was carried out by medical scientists in Boston, Chicago and Washington to determine the predictive value of the lie detector. They echo previous criticisms that the device is used "on the unproven assumption that the act of telling a lie is accompanied by a specific and reproducible set of physiological responses".

There is no rational scientific basis for any machine to detect liars consistently, as there is no known consistent physiological response unique to the cognitive state of lying, the researchers say.

"The implications of our calculations are disturbing. Polygraph testing in several settings will generate large numbers of false positive results, thus incriminating many truthful persons."

"In some circumstances, truthful persons diagnosed as liars will outnumber actual liars by a wide margin. Furthermore, the idea of hoping to prove one's innocence by taking a polygraph test is misguided, since the false positive rate among truthful persons may be 37 per cent or higher," the researchers say.

# Girl saved by sword bearer

A company director who used a ceremonial sword to rescue a girl as she was being driven off by a stranger was awarded £200 and praised for his "commendable speed, bravery and public spirit" by a judge at the Central Criminal Court yesterday.

Judge Michael Coombe said he would have liked to give a four-figure reward to Mr Terence Robinson, aged 51, but was restricted because the money was from public funds.

Mr Robinson, of Greyfell Close, Stanmore, Middlesex, behaved "magnificently" when he heard Tracey Roke, aged 18, screaming for help outside his home late at night.

He grabbed a ceremonial sword, ran outside and stopped the car in which she was trapped. He took the weeping girl into his home after noting the number of the car.

The driver, Gary Kerwood, Hills, aged 21, a welder, of Winchester Avenue, Kingsbury, north-west London, was jailed for two years when he admitted kidnapping Miss Roke.

Judge Coombe said Miss Roke would have been sexually molested by Kerwood-Hills if she had not been saved.

"If more people behaved like Mr Robinson it might help us apprehend wrongdoers more frequently."

# Baby on lawn case for DPP

Police investigating the discovery of a half-eaten baby's body on a lawn in Picot Gardens, Rayleigh, Essex, have sent a report to the Director of Public Prosecutions.

Detectives believe the baby was about 15 hours old and had been put there by a dog or fox. The baby's mother was traced and interviewed yesterday.

# Freedom to smoke defended

By Our Science Correspondent

Action against cigarette smoking can damage civil liberties, and most people believe smokers should be left to make up their own minds about whether to continue the habit, *Forest*, the pressure group, said yesterday.

The group, Freedom Organization for the Right to Enjoy Smoking Tobacco, published an opinion poll in the run-up to tomorrow's national No Smoking Day, sponsored by health education and cancer research bodies.

The poll, conducted by the Harris Research Centre, showed that 85 per cent of non-smokers and 94 per cent of smokers agreed that people should be free to decide whether to smoke. Only 12 per cent of smokers said they were not prepared to be considerate of the wishes of non-smokers.

However, surveys carried out by the Consumers' Association showed that about half have wanted to ask others not to smoke.

"Overall, the cancer risk to adults from second-hand smoke is probably very small", the association said.

# Satellite phone link for planes

By Bill Johnstone Technology Correspondent

Airline passengers should soon be able to make hotel and car hire bookings from the aircraft, if trials by the Inmarsat satellite organization prove successful.

The services are an extension of those being tested by airlines, including British Airways, which allow passengers to make telephone calls while in flight.

Inmarsat and the Société Internationale de Télécommunications Aéronautiques (SITA), which is trying to improve the communication links of its 295 member airlines which operate in 169 countries, will hold the trials.

SITA has not disclosed which airlines will take part in the first set of trials.

The telecommunication links are provided by radio signals which are beamed from the aircraft to Inmarsat satellites orbiting the earth.

These space craft, which provide telephone/data links to much of the world's commercial shipping, allow the aircraft in flight to be in direct contact with any destination to the world.

# Women feel they are still unequal

Ten years after the end of sex discrimination and the introduction of equal pay, nearly seven out of 10 women feel that life has not improved, and nearly four out of 10 say they still suffer from sexual harassment.

Only 29 per cent believe that Mrs Thatcher has improved the image of women and 21 per cent feel she has worsened it.

Fifty per cent of those taking part in a survey by *Woman's Own* magazine thought her election as Prime Minister in 1979 had made no difference.

Thirty-two per cent said that the legislation had made things better for them personally, but everyone else questioned said it had not changed anything.

Thirty-eight per cent reported that they had suffered from sexual harassment and this figure rose to 44 per cent in the 35-44 age group, and to 48 per cent for women who are widowed, divorced or separated.

True equality of the sexes is simply not possible, according to 43 per cent of those questioned, while 32 per cent

believe it will take another 20 years. Only 4 per cent thought equality had arrived.

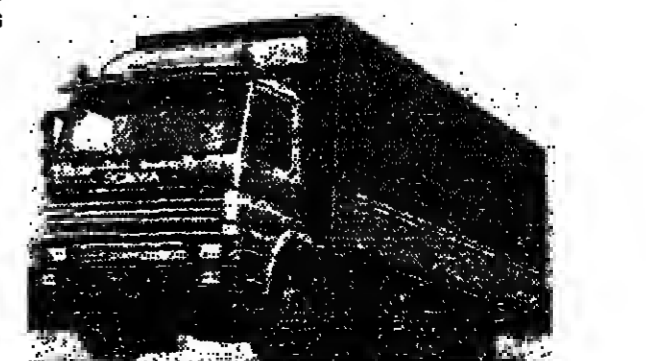
Women reported that half the male population treat women as equals and the other half do not. The proportion of men who treat women as equals rises to 69 per cent in the 20 or under age group.

The survey found that 79 per cent of husbands or boyfriends treat their partners as equals, and 3 per cent of women are treated as superiors. Eighteen per cent still believe they are treated as inferior.

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Protests at further delay to report

SIZEWELL

The main conclusions from the inspector conducting the inquiry over the Sizewell PWR nuclear reactor...

Mr Carlisle said that in the arguments over the nuclear industry, it was important to look at fact rather than theory...

uranium into the Irish Sea? If they continue down this road of ignoring public concern...

HEALTH SERVICE

Prescription charges will go up from £2 to £2.20 from April 1, with the four-monthly and annual season ticket fees increasing to £12 and £33.50 respectively...

Prescription charges up 20p

more about the health of the nation than for being popular with the Treasury...

South, C; Nearly three-quarters of all prescriptions are issued free and that situation will continue...

Mr David Whimack (Walsall North, Lab): This further increase is a tax on the sick and the minister should be thoroughly ashamed of himself...

Mr David Whimack (Walsall North, Lab): This further increase is a tax on the sick...

Mr Hayhoe: That is right. The poorest within our community are fully protected by these arrangements...

Campaign of alert on risk of Aids

HEALTH

Details of a multi-million pound Government campaign to alert the public to the risks of Aids will be announced shortly...

High level of N Sea oil exploration

RESEARCH

Mr Charles Kennedy (Ross, Cromarty and Syle, SDP) asked during Commons questions if it was possible to gauge what impact falling oil prices had on the ninth offshore licensing round...

Driver authorized to pass signal at red

TRAIN CRASH

A public inquiry into the train crash at Chinley, Derbyshire, would open in about two or three weeks' time...

Jopling initiative on EEC cereals

FARMING

The Government cannot accept (he continued) that it is right to develop the CAP in a direction designed to stifle efficiency and which involves the introduction of a concept which is quite contrary to the philosophy of a common market...

£3.25 million bad weather payments

Tin crisis

The future of the Cornish tin industry during the current international tin crisis is being given sympathetic consideration by the Government...

Information on this route of transmission of infection will also be provided in the forthcoming national campaign on Aids...

Lord Campbell of Croy (C): There is a danger of a high proportion of drug addicts in Edinburgh who have been infected with Aids through shared syringes...

Political fund against tradition

COURT OF APPEAL

Referring to the decision by the Inland Revenue Staff Federation to set up a political fund, Sir John Biggs-Davison (Epping Forest, C) said during Commons questions...

Arbitration. Both sides had accepted the arrangement and there was no question of lack of mutuality...

in support of one political party, Mr Richard Luce, Minister of State, Privy Council Office, agreed with that comment and said it was the Government's view that political funds were only needed if a union proposed to carry out party political activities or to campaign for or against political parties or candidates...

Parliament today

Mr Robert Adley (Christchurch, C) said a statement had been made at Chinley East Junction, its driver was authorized to pass the signal at red and did so...

Commons costs over £63m to run

SITTINGS

House sat for 1,566 hours with an average of nine hours and six minutes a day. We should be finishing earlier in the evening (he said) and going back to 10 pm...

Queen's Bench Division

Freeman v Plymouth City Council and Another. Before Mr Justice Hodgson (Judgment given February 21)...

Bilateral rights not essential

Law Report March 11 1986

Satisfying the landlord condition

Pittalis and Others v Sherefettin. Before Lord Justice Fox, Lord Justice Dillon and Lord Justice Neill...

Freeman v Plymouth City Council and Another. Before Mr Justice Hodgson (Judgment given February 21)...

where a landlord owned an interest sufficient to grant a lease exceeding 21 years from the date of the tenant's notice to exercise the right to buy...

School of... Brito... Watch...





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No one can touch Baskin-Robbins when it comes to selling ice cream.

Last year over 300 million people bought their ice cream through 3,000 Baskin-Robbins outlets.

They were also voted America's favourite fast-food chain for the third year running.

Obviously in the States they think Baskin-Robbins is as American as Apple Pie.

Which is hardly surprising as it's run entirely by Americans. But it's owned by Allied-Lyons, a British company.

The story is much the same with the Doughnut Corporation of America.

They provide the ingredients and the machinery for bakers to produce 15 billion doughnuts each year.

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FASHION II by Suzy Menkes

and sinful



Versace: (above left) geometric op-art pattern on a curvaceous couture-style dress in metal mesh  
Ferrer: (above right) gathering in the folds of a camel jersey tunic over slim skirt



Giorgio Armani: (above left) the full-skirted coat with cinched waist worn over wide soft trousers  
Krizia: plunging V-neck and sexy ruching to a skintight silver latex dress

LONDON FASHION PEOPLE

London Fashion Week opens on Thursday with great expectations and energetic input from the British Fashion Council. Two large tents and a room at the Chelsea Barracks will accommodate the international press and buyers, while the designers set up shop at Olympia.

In her capacity as president of the British Knitting and Clothing Export Council and Save the Children, Princess Anne will attend a fund-raising fashion show next Sunday sponsored by heavy-weight export names such as Aquascutum, Anselm Reed and Jaeger. She will be able to pick up fashion tips from the show's stars who include Stephen Jones, Turkish-born Rita Ozbek and Princess Diana's current designer favourite, Victor Edelstein.

Haute couture is the new buzz term for British designers. Post-war Parisian boulevard chic is the inspiration for Jasper Conran's new collection to be shown on Saturday.

He is dreaming of the days when Dior ruled the hemlines. Balenciaga made waves, and the poodle was the most fashionable Paris accessory. Jasper says that his New Look comprises "a little white jacket tapered in at the waist", as well as the long and straight and short and tight. His de luxe cashmeres à la Chanel will be shown this season and there is a big (impact rather than size) evening story.

It has finally come to pass at Hartnell, as you have been reading on this page: the unlikely trinity of Sheridan Barnett, Victor Edelstein and Allan McRae, co-ordinated by the salon's directrice Marjorie Walters, unveils a joint ready-to-wear collection under the Hartnell label next Monday.

Meanwhile, a previous Hartnell candidate who turned his back on the silver salons, Bruce Oldfield, shows for the first time in London Fashion Week. Oldfield, with fellow

Princess of Wales designer Murray Arbeid, is taking over the grandly named Cadogan Hall at the Chelsea Barracks, rather than showing with the rest of the fashion circus in the tents.

So is Alistair Blair, who was also approached by Hartnell. He shows his first collection under his own label, backed by the entrepreneur Peter Bertelson, on Friday. Alistair, who worked with Karl Lagerfeld for two years, says we must all forgive him if his first collection seems to be influenced by the maestro. We will, Alistair, we will.

Hyper-Hyper, London's outrageous fashion supermarket, is guaranteed to see itself in print. The Hype, its own publication, is to be launched hours after The Hype show on the second day of British Fashion Week.

Packed with moody photographs, the first issue previews next season's fashion ideas from the Kensington High

Street emporium. It includes a mail order section for readers outside London. There is an interview with the designer Rachel Asburn; Susan Backhouse talks about the trip to Africa which inspired the prints for her new collection.

The magazine will be on sale from March 14 at Virgin Record stores and branches of WH Smith.

Safety pins and bondage straps will attempt a comeback next week in John Crancher's London show, titled predictably "The Anarchists". Also attempting a comeback with as many safety pins (but minus the tooth-brace) is the 1970s punk idol Poly Styrene, who will make a guest appearance at Crancher's show. She has been to India, joined the Krishna movement, and returns to London to belt out a couple of numbers for old-punks' sake.

Rebecca Tyrrel

The Mink Jacket of the Year at Harrods

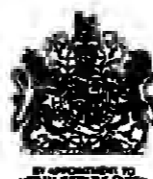
£1,495

(Coat not shown £2,495)



Harrods have chosen this superb jacket from GROSVENOR CANADA for its exceptional value, only available at this price until April 12th 1986.

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Vertical text on the right edge of the page, likely a page number or reference code.

SPECTRUM

Game for almost anything

TV game shows are moving into the front line of the ratings war, reports Michael Watts

An independent television producer is in his London office near Bond Street explaining an idea for a game show called 'Eat My Words'...



Come on down: Leslie Crowther's show, at first thought too brash, soon topped the ratings

licence-payers' money, occasionally stumps up for a colour TV. The (BA's) strict guidelines allow prizes worth up to an average £4,000 a show...

William G Stewart, genial producer of 'The Price is Right', whose prize-money sometimes totals £6,000, claims that taking part in the show, and having a memento of the occasion, is more important to audience and contestants than winning money...

Yet most British game shows are actually imported, generally from America, and often given a different name. 'The Price is Right', which began on NBC in 1957...

Game-show hosts should ideally enjoy and understand the game and its logic. They must think on their feet and empathize with ordinary people, especially losers...

The prizes are paltry compared with the fortunes dispensed by American shows, and, incidentally, British newspaper competitions. The BBC, ever-conscious of the

are glossy and expensive. Their makers recognize that they are still more economic in attracting viewers than most other forms of television.

Take Central Television, which likes "reward" games with prizes. It probably makes 'The Price is Right' for a total of £70,000 a show, at the rate of one a day over five weeks...

'Bullseye's gimmick is throwing darts. Catchphrase, more modern, projects computer graphics on to a large screen. 'Game For A Laugh' thrives on embarrassing contestants with silly stunts...

Family Fortunes was based on opinion polls. Blind Date, with Cilla Black match-making young couples, is a "people" game show...

Simple catchphrases can contribute to success. The Golden Shot, a popular 1970s show produced by Midlands ATV, had contestants firing a crossbow, but what one remembers is the host's ritual request of his assistant, "Bernie, the bolt, please!"

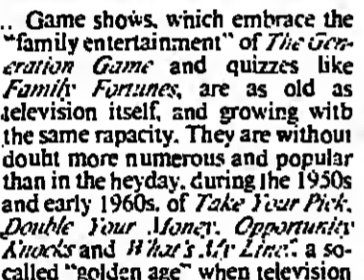
One definition of a game show is that audiences participate both on-screen and at home. Fox makes a further distinction: "Game shows you stand up, quiz shows you sit down..."

Game-show hosts should ideally enjoy and understand the game and its logic. They must think on their feet and empathize with ordinary people...

Simple catchphrases can contribute to success. The Golden Shot, a popular 1970s show produced by Midlands ATV, had contestants firing a crossbow...

Game shows have always been considered quick and cheap forms of entertainment, says Michael Brockman, vice-president of daytime programming for the CBS network...

A MULTI-MILLION DOLLAR BUSINESS



If a game takes five minutes to explain it will be boring Jeremy Fox

Game shows, which embrace the "family entertainment" of The Generation Game and quizzes like Family Fortunes, are as old as television itself, and growing with the same rapidity...

The game show is one of the most durable commodities on United States television. Today there are more than 21 such shows flourishing on the airwaves...

In a handful of US cities the shows are aired in what is called prize time - usually after 7.30 in the evening, when most TV viewers are parked in front of their sets.

The era of the big-money game shows began in the US in 1955 with The \$64,000 Question, which enabled contestants to win big money by answering complex questions...

came an overnight sensation, spawning many imitators, but three years later the game show bubble burst...

Game shows have always been considered quick and cheap forms of entertainment, says Michael Brockman, vice-president of daytime programming for the CBS network...

Game shows have always been considered quick and cheap forms of entertainment, says Michael Brockman, vice-president of daytime programming for the CBS network...

hour segment a day. So it boils down to economics. Yet despite the growing popularity of this kind of fare, Bruce Noah, a Hollywood game show producer, complains that television moguls still sneer when he suggests airing the quiz shows during peak viewing hours...

Guarding against that day, new, original shows are being planned. London Weekend is working on an "inter-active" game with which viewers can play along at home...

ANIMAL EXPERIMENTS IN MEDICAL RESEARCH YES OR NO

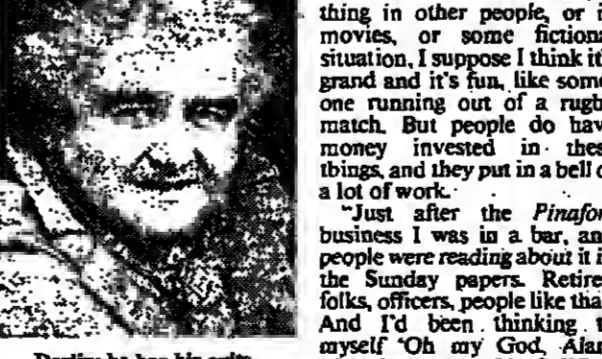
Table with 2 columns: Question, and a grid for Yes/No answers. Questions include: Would you treat a child suffering from leukaemia? Would you retain Society's hard won control over polio, diphtheria, TB and smallpox? Would you agree we must have medicines and vaccines which have been tested for safety? Would you agree that we need to alleviate and control, for example, cancer, arthritis, multiple sclerosis and heart disease? Would you like to see a cure for AIDS and Legionnaire's disease?

Animal experimentation has made an essential contribution to the control and eradication of serious diseases. Much more requires to be done - this work must continue. THE RESEARCH DEFENCE SOCIETY Safeguard your future

A hard act to follow

The Irish actor Alan Devlin is his country's leading exponent of the walk-off part. His career reached its zenith last year when he strode from the boards of Dublin's Gaiety Theatre in the middle of HIS PINAFLORE...

With his habit of quitting the stage at short notice, Alan Devlin brings high drama to his humblest roles



Devlin: he has his exits

Despite long hours of self-examination Devlin - who last night was intending to appear in a new play at the Soho Poly in London\* - is still not quite clear why he does this sort of thing. In 1983 he went AWOL from O'Neill's A Moon for the Misbegotten at the Riverside, and by the time his director tracked him down he was back across the water in the republic...

When I see this kind of thing in other people, or in movies, or some fictional situation, I suppose I think it's grand and it's fun, like someone running out of a rugby match. But people do have money invested in these things and they put in a hell of a lot of work...

The home fires burn again

Welsh nationalists are once more attacking holiday homes - a campaign police fear could soon prove fatal

The bombers are back in Wales, and senior police officers fear that it is only a matter of time before someone is killed. After a lull, allegedly for politicians to react to their demands, arsonists are again attacking isolated English-owned holiday homes...

In the industrial south, people who are apparently even more ruthless and with different motives have resurrected their campaign against the "foreign invaders". Since the campaign started in 1979, almost 100 homes have been attacked...

Three organizations, Mudiad Amddiffyn Cymru, or MAC (the Movement to Defend Wales), Cadwyr Cymru (the Keepers of Wales), and Meibion Gwynedd (the Sons of Gwentlow) have boasted about fires in the rural areas. They are motivated primarily by cultural fanatics...

Many English victims of arson have pointed out that the houses they bought were rotting away, unwanted by local people. The bombing and arson campaign has been condemned by Mr Dafydd Thomas, president of Plaid Cymru, which has appealed to the extremists to stop...

His charge that the Government is partly to blame for the attacks because of its refusal to recognize the second home problem has been rejected by Mr Nicholas Edwards, Secretary of State for Wales. Even the militant Welsh Language Society, which is not adverse to direct action in pursuit of its aims has dissociated itself from the extremists...

There have been persistent rumours of links between the Welsh terrorists and organizations such as the IRA, the Basque separatists, and the Provisional IRA. It is understood, however, that the IRA declined to offer any assistance as they feared "security leaks".

CONCISE CROSSWORD NO 896

Crossword puzzle grid with clues: ACROSS 1 Work a voider (6), 5 Spiked club (4), 8 Raised strip (5), 9 Foolish (7), 11 Course woman (8), 13 Locality (4), 15 Homespun thought (7, 6), 17 Simple (4), 18 Western Isles (8), 21 Wrecked heavily (7), 22 George Formby instrument (5), 23 Remain (4), 24 Sore (6), 12 Rouse (4), 14 Young salmon (4), 16 Violent attack (7), 19 Slow learner (5), 20 Tease (4), 22 Currant roll (3)

SOLUTION TO NO 895 ACROSS: 1 Add up, 4 Stagger, 8 Small, 9 Luggage, 10 Inertial, 11 Ghee, 13 Renaissance, 17 Foli, 18 Arterial, 21 Raviolet, 22 Elbow, 23 Linolet, 24 Sheet. DOWNS: 1 Absent, 2 Droop, 3 Palatial, 4 Self-assertion, 5 Orgy, 6 Graphic, 7 Reafter, 22 Nameless, 14 Enliven, 15 Spiral, 16 Flower, 19 Imbue, 20 Foli



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THE TIMES DIARY

All part of the service

British Rail consultant William Camp earned his money yesterday when he dragged a would-be suicide case from the path of an approaching train at Euston.

Figurehead

The junior common room at St Hugh's, Oxford, has voted to exclude strangers from its meetings - effectively banning the father of maths prodigy, Ruth Lawrence.

Haunted houses

The spectre of Michael Heseltine continues to haunt the hapless Leon Brittan who, having hung on, now at last faces the imminent boot from his ministerial rooms in the Commons.

Beastly luck

Michael Lingers, the former chairman of the Bow Group who was branded as "crackers" by Mrs Thatcher after he accused the Tories of a cop-out, seems to be back in favour.



I've just come up from the shop floor. They're putting sell-by dates in the Land Rover

Tiny's tidy sum

Tiny Rowland is unlikely to regard the expected American bid for Lorhno as the unacceptable face of capitalism.

Art royal

Princess Michael of Kent may be the next royal to be involved in a government investigation through her job as an art dealer with the MacConnal-Mason gallery.

PHS

Carrington's banana skin

Richard Owen talks to Nato's chief about tomorrow's Spanish referendum and the prospects for a Reagan-Gorbachov summit

the Western defence ministers round for dinner and engineering a compromise over the alert. Spanish withdrawal would upset this smooth performance.

would rather not. If the Spanish think they can rely on the EEC for security they are deluding themselves.

On the other hand he sees the Spanish problem in the context of 36 successful years of Western and Nato survival. The alliance can manage without Spain, although it

The Spanish vote therefore comes at a time when Nato and Carrington are in confident mood. He detects a "total turnaround" in the East-West atmosphere since he arrived at Nato and is not dismayed by the recent harsh Reagan-Gorbachov exchanges.

'There is no doubt the Americans want a summit, and there is no doubt that the general feeling, not just in the West but in the non-aligned and Third World, is that it is a good thing for the leaders to talk.



Carrington's main regret is that

Dennis Kavanagh assesses the change in attitude to Conservative policies and suggests that a major about-turn is on the way

Thatcherism's last gasp?

The many difficulties besetting Mrs Thatcher's government have begged the question of the future of Thatcherism. Enemies and friends alike have claimed that the government's changes of course are evidence that a distinctive style is on its way out.

The difficulties of analysing the Thatcher record are partly caused by the inflationary rhetoric which surrounds her and the exaggerated perception of the coherence and consistency of speeches and policies.

The term Thatcherism is often used in three different contexts. The first is her beliefs and non-sense style ("can" see an institution without hitting it with her bandage).

Worldwide fall in support for the left

Thirdly, Thatcherism was also born of a reaction to high inflation, trade union power and general unease about unaccountability in the mid-1970s.



has given voice to many grassroots Tory views about the unions, law and order, "scroungers" and capital punishment.

An insight into what might remain of her achievements in a post-Thatcher era should start with the Conservative Party. She has effectively reshaped its leadership strata for the 1990s, but not necessarily in her own image.

The balance sheet of the successes and failures of Thatcherism will be apparent only after she goes. If there is a new common ground then a future Labour government will adapt to it.

Support for Thatcherite beliefs

Table with 4 columns: (1) Pro, (2) Anti, (1) Pro, (2) Anti, Balance of Pro and Anti. Rows include: When dealing with political opponents, stick firmly to one's beliefs or meet your opponents halfway?; Governments can't do much to create prosperity; it is up to people to help themselves; Agree or not?; In difficult times should government be tough or caring?; In dealings with the world is it better for Britain to stick resolutely to its own position, or meet other communities halfway?; When governments make economic policy is it better to keep unions and business at arm's length or involve them?; Average

Wronged in the name of rights

Roger Scruton

Alterations in the language of public debate, and in the categories through which the social world is understood and acted on, are of decisive importance.

In a less extreme and less violent way, the language of public debate has been important in shaping Western democratic politics.

Ironically, therefore, the idea which once defended individual liberty, private property and the restriction of sovereign power is now a weapon against private property, against "bourgeois" liberties, and against those who seek to "roll back the frontiers of the state."

During the miners' strike, the National Council for Civil Liberties - a body with impeccable left-wing credentials - was much exercised by the need to defend Arthur Scargill and his militants.

By a few deft sleights of hand, the NCCL was able to take the lesson offered by the new school of jurisprudence, and to invent as many rights as the left-wing conscience deemed necessary for the defence of illegality.

Instead a new "right to work" has been invented: not a liberty, this time, but a claim. This right is honoured not by leaving its holder

undisturbed but by actively looking after him. The new "right to work" requires a vast effort of social mobilization if it is to be upheld.

Jobs and opportunities must be created and the economy fashioned accordingly. If this involves the restriction of those "bourgeois" liberties that flourish in the marketplace, then so much the worse for bourgeois liberties.

The notion of a "claim right" is not new to jurisprudence. For instance, if I contract with you, and perform my part of the bargain, then I have a claim against you. If you refuse to honour your promise, then you violate my rights.

Furthermore, in traditional liberal thinking the rights of the citizen were not claims but liberties: they were granted to the citizen in return for his obedience, and were to guarantee that he remained an effective veto in all matters that most intimately concerned him.

In this way, the language of rights has taken on a new meaning. Instead of guaranteeing those freedoms whereby the competent could govern, it now tips the balance permanently against all forms of human excellence, and against every species of elite.

At the same time, it becomes the source of a new corruption. No duties are imposed on the man whose "right to work" is to be inflicted on the public purse. Even the duty of obedience is set aside by the champions of the underdog.

Edmund Goldstücker was chairman of the Czechoslovak Writers' Union during the Prague Spring of 1968 and not Jaroslav Seifert, as stated in Roger Scruton's column of January 28.

moreover... Miles Kingston

One over eight to the bar

I was much impressed the other night when Steve Race introduced a repeat of a jazz concert first shown in 1964 on BBC2.

What impressed me - apart from the fact that the Scotch didn't seem to have had too much effect on Hawkins, who kept upright and played pretty well - was that Steve Race should have mentioned the fact at all.

Condon's remark: "I arrived at the club in a state of perfect equilibrium: half man, half whisky."

The nearest anyone has ever got to that is Michael Zwerin, the excellent Herald Tribune jazz writer, who is a sober, abstemious, etc follow these days but who according to his autobiography, Close Enough for Jazz, had some wild times. The book opens startlingly with his memories of a board meeting of an American steel company in about 1960.





# LEGAL APPOINTMENTS

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No previous offences

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Victim  
23 yr old Man

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Please quote ref: G(1)942. The Civil Service is an equal opportunity employer

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This post is subject to the LMGSC ring fence procedure. Applications are welcomed from any candidate. GLC and London Boroughs staff will be considered first. Application forms from London Borough of Hammersmith and Fulham (Personnel), Town Hall Extension, King Street, Hammersmith W6 3AU, telephone 01-741 5904 (24 hour answering service) quoting ref. LDS. 7. Closing date: 28th March, 1986.

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General Motors is one of the world's most successful motor manufacturers. It leads the field in many areas of research, development and the application of new technologies.

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## Some UK Milestones.

- 1925 Vauxhall joins the GM family of companies
  - 1930 'Cadet' launched - first fruits of GM's investment
  - 1931 First Bedford truck produced
  - 1939-45 250,000 Bedford trucks and 5,640 Churchill tanks produced during World War II
  - 1947 Bedford first British manufacturer to make 500,000 trucks
  - 1969 New 700 acre proving ground opened at Millbrook, Bedfordshire
  - 1978 The 3 millionth Bedford commercial vehicle produced
  - 1981 Bedford celebrates 50 years of making British trucks
  - 1982 1,500,000th Bedford exported
  - 1984 Cavalier best-selling car in its class
  - 1985 Astra wins 'Car of the Year'
- GM's commitment to Britain in the year included:
- £395m in exports (up 25% over 1984)
  - £1,000m of British goods and services
  - 100,000 people employed, directly and indirectly
  - £290m in wages and salaries
  - playing our part in the community (for example by training 600 young people full-time)

\*'Car of the Year' is organised by Telegraph Sunday Magazine, Autocar, Autovisie, L'Equipe, Stern and VI Bizarre.

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It is with these criteria in mind that GM has invested over £1.2 billion in the UK in the past decade.

The Cavalier has a superb reputation for quality. Vauxhall sales figures prove the point. The Astra, in car and van versions, is another success story - in market acceptance and in helping to maintain employment in the depressed North West at Ellesmere Port.

Bedford has gone on competing. Nearly half its truck output is exported. And all this despite over-capacity in the world commercial vehicle market.

UK component operations, with advanced design and manufacturing as good as any in the world, export over 70% of their output.

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FINANCE AND INDUSTRY

STOCK MARKET

FT 30 Share 1305.6 (-3.2) FT-SE 100 1572.2 (-1.6) USM (Datastream) 116.37 (+1.27)

THE POUND

US dollar 1.4430 (-0.0120) W German mark 3.2879 (+0.0316) Trade-weighted 73.7 (unch.)

Murdoch profit rises 88%

Mr Rupert Murdoch's News International group yesterday announced pretax profits up 88 per cent in the last six months of 1985 to £34.5 million.

The group, which owns The Times, The Sun, News of the World and The Sunday Times, said it did not expect the present dispute with print unions to have a "materially adverse" impact on profits in the first half of this year.

The pretax profits were up to £34.476 million from £18.728 million in the last half of 1984. The board said the increase was due to a better trading performance.

The shares rose £1 to £10.1. A 4.8662p interim dividend was declared against 5.2545p last time.

£1.6bn jet orders

International Aero Engines, the five-nation jet engine consortium which includes Rolls-Royce, has won orders worth £1.6 billion (£1.1 billion) from six airlines.

IAE was formed to produce the V2500 turbo-fan engine, a new generation power plant for the next range of 150-seat commercial passenger jets.

Mr Ralph Robins, managing director of Rolls-Royce and the incoming chairman of IAE, said yesterday that the V2500 was on course to gain its airworthiness certificate in April, 1988, and to enter service powering the Airbus Industrie A320 a year later.

TDG higher

Transport Development Group's pretax profits jumped by 23 per cent to £29.7 million in 1985. Earnings per share rose from 10.8p to 12.4p and the dividend is increased from 5.6p to 6.2p.

Arms chief

Royal Ordnance, the state-owned arms manufacturer which is due to be privatized in July, has appointed Mr Roger Pinnington of Norcross as its chief executive from April 1.

Glass deal

Pilkington Brothers, the glass manufacturer, is acquiring the North American glass manufacturing and processing business of Libbey-Owens-Ford in exchange for its 29.5 per cent holding in LOF.

Yarrow ahead

Yarrow says its forecast extraordinary loss provision of £500,000 will be reduced significantly after the sale of its girth portfolio. The company reported pretax profits of £1.06 million in the six months to December 31 compared with £578,000 a year earlier. The interim dividend is doubled to 5p.

Argyll stake

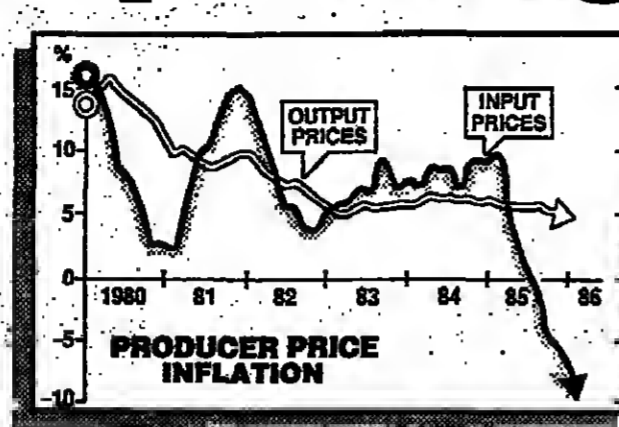
Argyll Group, through its merchant bankers, Samuel Montagu and Charterhouse Japhet, has raised its stake in Distillers to 13.22 per cent by buying 1.65 million more shares.

Broker bought

Australia and New Zealand Banking Group yesterday raised its stake in Capel Cure Myers, the stockbroker, from 29.9 per cent to full ownership. The purchase price was not disclosed.

Factory prices continue to rise despite falling costs

Industry's costs dropped sharply last month, as the pound steadied and electricity costs fell. Over the past 12 months, industry's input prices have plunged by nearly 10 per cent.



biggest 12-month fall since the 1950s. In January, input prices were down by 7 per cent. The February figures may represent the low point. In March last year, as the effects of the pound's recovery came through, input prices fell by 1.5 per cent.

In contrast, the prices charged by manufacturing industry continue to increase. Last month there was a 0.4 per cent rise in output prices, compared with 0.6 per cent in January. But the 12-month rate dropped from 5.2 per cent to 5 per cent, the smallest rise since the current statistical series began in 1971.

There was also a substantial fall in the posted prices of petroleum products. Officials said that the effects of the three factors were roughly equal in producing the fall in input prices. Compared with February last year, input prices have fallen by 9.5 per cent, the

Tin prices reach lowest point for nine years

Tin prices on the grey market, now rapidly becoming the real market, fell to around £5,250 a tonne yesterday, their lowest for nine years and £1,000 below the settlement price set by the London Metal Exchange. The weakness in advance of tomorrow's "ring out" on the LME, when all contracts between members and between members and their clients must be settled in cash at the fixed price of £6,250 a tonne, is bound to raise more questions about the wisdom of the LME's solution to the tin crisis.

Ladbroke in £201m DIY deal

Ladbroke, the betting and hotels group, yesterday agreed to pay £201 million for Home Charm Group, the Texas Homecare DIY chain. The deal, which nearly collapsed because of disappointment over Home Charm's most recent profits, rounds off a big shake-up in the DIY market.

Rank tells court of 'unfair pressure'

The Independent Broadcasting Authority's decision to veto The Rank Organisation's £750 million bid for Granada was taken after pressure from Granada to block the takeover, a QC said in the High Court yesterday. Mr Ian Hunter QC, for Rank, told Mr Justice Mann Granada executives asked the IBA to rule against the Rank bid. He accused the IBA of refusing to hear representations from Rank before making its decision.

Argyll goes to appeal

Argyll Group's attempt to block its rivals Guinness in the battle for control of Distillers moved to the Appeal Court yesterday. Last week, Mr Justice Macpherson dismissed Argyll's application for an order declaring illegal the Monopoly and Mergers Commission decision to call off its inquiry into the Guinness bid.

Granada enters hotel battle for business travellers

A battle to woo the budget-conscious business travellers is breaking out with the entry this summer of the Granada Group into the hotel sector so far exploited in Britain only by Trusthouse Forte. But there are already signs of competition from hotel companies in France where this new market is more mature and still growing.

Consumer credit sets record

The consumer credit boom has continued into this year, according to figures published today. Credit on hire purchase, and on bank and in-store credit cards, totalled £2,735 million in January, compared with £2,591 million in December. The figures include those for Access and Barclaycard, with in-store credit cards like the Marks and Spencer charge card, for the first time. American Express and Diners Club cards, as genuine charge cards, are not included in the credit figures.

Executive Editor Kenneth Fleet

Golden Wonder price attacked by Hanson

Lord Hanson, the chairman of Hanson Trust, returned to the fray yesterday in support of his £2.3 billion bid for Imperial Group by attacking Imperial's planned sale of its snacks subsidiary Golden Wonder "at a discount" and "over the heads of its own shareholders". Hanson Trust was responding in press reports that the sale of Golden Wonder was imminent for a price between £55 million and £60 million. Some City analysts had estimated it was worth more than £70 million. Hanson Trust accused Imperial and United Biscuits of acting with unseemly haste in trying to push through their agreed merger.

Poor little MO

Today's money supply numbers have been given an added frisson by the Chancellor's decision to reinstate the sterling M3 target in the Budget in a week's time. The return of sterling M3, even looked at in the negative sense of there being no other good measure of broad money to slot into its place, is also likely to mean that the markets will find even less in

Shares sellout

Gold Greenless Tron received 44,000 valid applications for more than 177 million shares, about 59 times the number offered for sale. Applicants seeking 200-10,000 shares go into a weighted ballot for 200 shares and those seeking at least 15,000 shares will receive about 2 per cent of their application.

Shops target

T and S Stores expects to have 100 stores by the end of this year. The company made pretax profits of £1.22 million for the year to January 4 against £805,000. The final dividend is 1.8p.

No referral

The proposed merger of the textile companies, Coats Patons and Vantona Viyella, will not be referred to the Monopolies Commission.

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Table with 2 columns: Item and Price Change. Includes items like RISES, Scapa, Pilkington, G Wimpey, Martiner, etc.

Advertisement for J. A. DEVENISH plc. Includes registration details, share information, and contact details for the company.

WALL STREET

New York (Reuters) - Stocks moved higher in active trading after profit-taking on lower interest rates died out. Traders said the tendency to sell on "good news" was apparent early in the day. The Federal Reserve Board lowered the discount rate to seven per cent and banks followed by lowering prime rates to nine per cent.

The Dow Jones industrial average, which was up six points in a one day move, closed at 1,699.83, up 3.3.

Eastman Kodak was down 1 1/2% to \$58. Chemical Bank New York was up 2 1/4% as bank stocks gained on lower rates. The American Stock Exchange price closed at a new high in moderate trading. The Amex market value index rose 1.19 to a record 260.05.

Table with columns for company names and stock prices. Includes AMR, ASA, Allied Signal, etc.

FOREIGN EXCHANGES

Table with columns for currency types (Sterling, Dollar, Euro) and various rates.

COMMODITIES

Table with columns for commodity types (Soybean, Coffee, Sugar) and prices.

MONEY MARKETS AND GOLD

Table with columns for money market rates and gold prices.

INVESTMENT TRUSTS

Table with columns for investment trust names and their performance metrics.

STERLING SPOT AND FORWARD RATES

Table with columns for sterling spot and forward rates.

DOLLAR SPOT RATES

Table with columns for dollar spot rates for various countries.

EURO MONEY DEPOSITS

Table with columns for Euro money deposit rates.

GOLD

Table with columns for gold prices and related data.

ECGD

Table with columns for ECGD rates and other financial data.

FINANCIAL FUTURES

Table with columns for financial futures contracts and prices.

CANADIAN PRICES

Table with columns for Canadian stock prices.

COMMODITIES

Table with columns for commodity prices including metals and grains.

INVESTMENT TRUSTS

Table with columns for investment trust names and their performance metrics.

FINANCIAL TRUSTS

Table with columns for financial trust names and their performance metrics.

THE TIMES UNIT TRUST INFORMATION SERVICE

Large table containing detailed information for various unit trusts, including names, managers, and performance data.

Quotations on this page refer to Friday's trading.

TEMPUS

IMI in gentlemanly bid for Martonair

The tone of the £79 million bid from IMI for Martonair International came as a refreshing relief after the excessive language and tactics employed in some of the mega-bids in progress at the moment.

IMI and Martonair seem to have nothing but respect for each other's abilities. The two companies know each other well through their strong positions in the pneumatics industry worldwide.

Martonair's rejection of IMI's opening salvo is mildly worded and appears to hinge solely on price. Martonair knows there are other potential bidders and is rightly not prepared to throw in its hand with IMI until the market has been tested to obtain the best possible deal for shareholders.

That said, the price IMI is offering looks fairly generous. It became more generous yesterday as IMI's shares rose on excellent 1985 results, announced yesterday, and on market perceptions of the industrial logic of the offer.

IMI made pretax profits of £57.8 million, 28 per cent up on 1984, on sales only 4 per cent higher. It also raised its dividend to 5.25p, a rise of 16.7 per cent. The margins on its fluid power business, which it wants to group with Martonair's pneumatic control equipment, rose to a handsome 13.2 per cent from 2.8 per cent four years ago.

The synergy argument is a convincing one. IMI is strong in the US and less successful in Germany. Martonair has done well in Germany and less well in the US. On both a geographical and product basis, the two companies are a good fit and together they stand a better chance of competing with the large Japanese, German and US competitors.

At a closing price for IMI shares of 165p, up 15p yesterday, the offer values Martonair shares at 605p each, compared with a price of 410p before the bid approach was revealed last week. The exit p/e ratio on historic earnings is a far-from-mean 21.5.

It could be argued that IMI is paying too much, given the potential danger that the pneumatic industry is at the top of its cycle. There is a feeling in some quarters that IMI would do better to move into an entirely new area rather than put too many eggs in the pneumatic basket.

There is also the danger of a competition response. IMI argues that the combined share of the British pneumatic control equipment market would be under 20 per cent, but that all depends on how the Office of Fair Trading segments the market.

For the moment, Martonair shareholders should sit tight and see if any other bidders are flushed out. Pilkington

Since 1982, when Pilkington acquired its 29.5 per cent holding in Libbey-Owens-Ford of Ohio, the corporate planners have been considering the strategic next step. Not being a company to rush into things, Pilkington chose to wait for a full turnaround to profits at LOF's glass business before suggesting the swap of its near one-third stake in LOF for the glass operations, which conveniently account for about a third of LOF sales.

The deal values the glass operations at about \$310 million (£215 million), allowing for the \$70 million debt which Pilkington will take on board. As an independent company, the glass business would have contributed pretax profits of about \$47 million in 1985, \$11 million up on Pilkington's share of profits from its LOF holding. In 1986 LOF glass sales are expected to increase from \$690 million to \$785 million which, on maintained margins, will mean operating profits of more than \$57 million and a useful boost to earnings next year.

The acquisition makes Pilkington the undisputed world leader in float glass production, and it will significantly shift the geographical balance of the company so that about a third of sales arise in the US.

Meanwhile, Pilkington's plans to expand its electro-optical and ophthalmic interests run on with the acquisition of a US electro-optical company under negotiation. It is more than a year since Pilkington's £105 million rights issue, but when the company's year ends on March 31 net debt is unlikely to be higher than 30 per cent of shareholders' funds so, while the company digests LOF and Syntex, further small purchases are likely.

Pilkington will next year drop its additional depreciation charge, and profits - after containing redundancy charges - could reach £174 million compared with the £132 million (on the same basis) expected by the market for 1985-86. The shares, up 13p at 438p, have risen from below 300p at the time of the interim

results, and are selling on 10 times prospective earnings. The re-rating should have further to go.

TDC

You might expect a company run predominantly by Scots to be cautious. But in the road transport business, it is the only way to stay alive and Transport Development Group has done more than just stay alive.

Being a true service company, its fortunes are inextricably linked with those of its customers. Its road haulage companies must be able to respond quickly to increases in demand in the economy to enable it to deliver higher quantities of goods to the consumer. Its storage business will thrive when manufacturers have the confidence to rebuild stocks. These two activities together account for about 85 per cent of TDC's business.

The 1985 results announced today showed a pretax profit of £29.7 million, up 23 per cent on last year. Some of this is due to the company's own efforts to turn round some of its poor performers and shift investment out of unproductive assets. Some of it is due to an increase in traffic volumes in the United Kingdom.

TDC is a prime beneficiary of Opec's problems. It has an annual fuel bill of more than £100 million, amounting to between 20 and 25 per cent of turnover. A 2p a gallon fall in the price of diesel will feed through directly to a £1 million benefit to pretax profit.

This improvement in margins is likely to be temporary as customers will themselves seek price reductions. But there will be a time lag. Another area of improvement is likely to be the United States. Since deregulation of the road haulage industry in the early 1980s, TDC's West Coast subsidiary Willig has been able to expand organically from California into Nevada, Arizona and Oregon. It is one of the lowest cost operators in the region.

The group is very optimistic about its prospects in the United Kingdom where it still earns 62 per cent of its profit. The market was favourably impressed with these results and marked the shares up from 161p to 174p. Given the positive outlook for the economy as a whole and oil prices in particular, a rating of 11 times 1986 earnings does not look too demanding.

Second liners outpace blue chips

Stock markets continued buoyant on speculative buying in the wake of new takeover situations. Although down slightly at the close, shares were spurred by the prospect of a 12 per cent bank base rate next week.

The main activity was centred on secondary issues where double figure gains were common, with jobbers becoming acutely short of stock in many cases. The FT 30-share index slipped 3.2 points and the FT-SE was down 1572.2.

Government securities were in joyful mood again, closing with gains of over £1 as interest rates fell in the western world. The demand exhausted another tap issue, the 2½ per cent Exchequer 1990 favoured by high taxpayers which was under-subscribed at its £77 tender price on January 22.

Leading industrials were subdued, with ex-dividend quotations distorting the FT 30 index. BTR was wanted at 453p up 8p ahead of tomorrow's results, while British Telecom reporting on Thursday lost 3p more to 22p.

Takeover situations abounded. Home Charrms opened the session with an 11p rise to 342p after agreeing 1-for-1 share swap terms with Ladbroke, 16p down at 348p. Martonair soared 65p to 600p on the quick rejection of 550p terms announced by Imperial

Metal Industries 15p higher at 165p. David Dixon at 375p returned from suspension 50p higher on the agreed offer from A J Gelfer. Merger talks between these two companies foundered three weeks ago.

In carpets, Shaw added 2p to 31p, well above the 24p offer which the directors had agreed with Lamont Holdings, 10p to the good at 172p. Other carpet shares advanced in sympathy with John Crowther, believed to be on the acquisition trail, 6p better at 143p.

Burmater improved another 6p to 150p on the chairman's optimism last week. Buebird Confectionery was hoisted 44p up to 150p on news of an approach which may lead to a bid. The Home Charm/Ladbroke deal fuelled demand for other DIY issues such as A G Stanley, the Fads group, 6p up at 80p.

In contrast Ward White dropped 10p to 256p on press suggestions that the company had paid too much for Marley's Payless subsidiary. Marley, however, hardened 2½p to 111½p after a favourable mention. Pilkington climbed 13p to 438p in response to a US deal acquiring a near 30 per cent stage in glassmaker Libbey-Owens-Ford.

George Wimpey, a perennial takeover favourite, improved 15p to 173p helped by the brighter outlook for the

building industry generated by the mortgage war between banks and building societies. Good profits helped Ransomes Sims at 170p up 10p and Parker Knoll climbed 35p to 340p following a 31 per cent increase in earnings. A 23 per cent profit increase boosted Transport Development Group 13p to 174p. One flat spot was Vinten Group which tumbled 31p to 146p on the disclosure of contract problems of a subsidiary. Johnson Firth Brown added 2½p to 35p on rumours that Heron Group had acquired a significant stake.

Comment on last Friday's statement left STC 12p lower at 120p but Amstrad contin-

ued to benefit from new product ranges, up 6p to 434p. Jaguar rose 10p to 458p ahead of Thursday's results. Breweries were quiet but Wolverhampton and Dudley managed a 5p improvement to 473p after comment. Press tips were also responsible for gains of between 3p and 20p in Trade Promotions at 156p, Benthalls 167p, Next 254p, Gramplan Holdings 205p, Ryan International 34p, Cattle Holdings 53½p, Dialene 220p, Cluff Oil 34p, FKB Group 190p, Pepe Group 110p, Bush Radio 150p and Helical Bar 148p.

Cautious comment left Polly Peck 5p lower at 148p while a 40 per cent profit set back knocked 35p from Continental

Microwave at 283p. Shandwick lost 8p to 213p despite profits well up to expectations. News International climbed £1 to £10 after an 84 per cent increase. Take-over talk stimulated Woolworth at 550p up 19p.

Reed International celebrated a pension surplus which will increase company profitability by climbing 18p to 822p. Subdued food retailers featured Hillsdown Holdings up 8p to 238p ahead of today's results. Dealers are looking for profits of between £30 million and £31 million. Unigate attracted speculative interest at 262p up 10p. The Reebok forecast last week lifted Pentland a further 25p to 415p. Exco improved 8p to 232p in spite of a denial that American Express is interested in bidding. Lombrb put on 4p to 283p still excited by possible US consortium predatory moves.

Coats Patons added 4p to 261p as the Vantona bid escaped a monopoly reference. Associated British Ports was a strong market at 490p up 20p. In properties, speculative interest stimulated Rush and Tomkins at 285p up 12p. Banks were very quiet in their ex-dividend format. Insurances failed to hold early rises of 5p to 10p. Oils too were neglected. Sohio dividend payment worries overshadowing British Petroleum.

RECENT ISSUES

Table with columns for EQUITIES, SPP (125p), RIGHTS ISSUES, and COMPANY NEWS. Lists various stocks and their prices.

Vinten curbs Tornado investment

Vinten Group has decided not to provide additional funding for its subsidiary's video recorder development contract for the Tornado reconnaissance system.

Vinten Avionic Systems had "encountered further severe technical problems" in trying to achieve the exceptionally demanding performance requirements of the recorders, the group said.

Vinten last year had to provide £814,000 against an expected loss on the fixed-price contract, signed by the management of S Davall and Sons before the company was acquired by Vinten in 1984.

Vinten said it was clear that a further substantial provision would be required if completion of the contract was to be attempted.

Ransomes up

Ransomes Sims & Jefferies, the Ipswich manufacturer of lawnmowers and farm machinery, increased pretax profits from £5.3 million to just over £7 million last year. The shares responded with a 10p rise to 170p.

HANIMEX CORPORATION: No interim dividend (nil). Sales for the half-year to Dec. 31, 1985, Aus \$477.4 million (£230 million), against Aus \$38.04 million. Profit before tax Aus \$5.99 million (Aus \$3.6 million).

BASE LENDING RATES

Table listing base lending rates for various banks and companies, including ABN, Adam & Company, BCCI, etc.

Advertisement for Patek Philippe watches. Features the text 'WHO?' and '1975 SALES £152m' and '1975 EARNINGS PER SHARE 1.5p'. Includes an image of a Patek Philippe watch.

Advertisement for Patek Philippe watches. Features the text 'WHEN you first handle a Patek Philippe, you become aware that this watch has the presence of an object of rare perfection.' and 'PATEK PHILIPPE GENEVE'. Includes an image of a Patek Philippe watch.

THE TIMES Portfolio

From your portfolio check your eight share price movements. Add them up to give you your overall total.

ACCOUNT DAYS: Dealings began March 10. Dealings end March 27. Contango day April 1. Settlement day, April 7.

STOCK EXCHANGE PRICES Strong opening

THE TIMES Portfolio DAILY DIVIDEND £4,000 Claims required for +47 points

Sleeple far fro for I.M.I.

Table with columns: No., Company, Price, Chge, % P/E. Includes sections: INDUSTRIALS L-R, DRAPERY AND STORES, BUILDING AND ROADS, CHEMICALS, PLASTICS, CINEMAS AND TV, DRAPERY AND STORES, BANKS DISCOUNT HP.

Weekly Dividend table with columns: MON, TUE, WED, THU, FRI, SAT, Weekly Total.

BRITISH FUNDS table with columns: High, Low, Stock, Price, Chge, % P/E.

SHORTS (Under Five Years) table with columns: No., Company, Price, Chge, % P/E.

FIVE TO FIFTEEN YEARS table with columns: No., Company, Price, Chge, % P/E.

OVER FIFTEEN YEARS table with columns: No., Company, Price, Chge, % P/E.

UNDATED table with columns: No., Company, Price, Chge, % P/E.

INDEX-LINKED table with columns: No., Company, Price, Chge, % P/E.

BREWERIES table with columns: No., Company, Price, Chge, % P/E.

FINANCE AND LAND table with columns: No., Company, Price, Chge, % P/E.

FOODS table with columns: No., Company, Price, Chge, % P/E.

CHEMICALS, PLASTICS table with columns: No., Company, Price, Chge, % P/E.

CINEMAS AND TV table with columns: No., Company, Price, Chge, % P/E.

DRAPERY AND STORES table with columns: No., Company, Price, Chge, % P/E.

BANKS DISCOUNT HP table with columns: No., Company, Price, Chge, % P/E.

ELECTRICALS table with columns: No., Company, Price, Chge, % P/E.

1985 High Low Company Price Chge % P/E. Includes sections: L-R, E-K.

FINANCE AND LAND table with columns: No., Company, Price, Chge, % P/E.

FOODS table with columns: No., Company, Price, Chge, % P/E.

INDUSTRIALS A-D table with columns: No., Company, Price, Chge, % P/E.

HOTELS AND CATERERS table with columns: No., Company, Price, Chge, % P/E.

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OVERSEAS TRADERS table with columns: No., Company, Price, Chge, % P/E.

PAPER, PRINTING, ADVERTISING table with columns: No., Company, Price, Chge, % P/E.

PROPERTY table with columns: No., Company, Price, Chge, % P/E.

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PROPERTY table with columns: No., Company, Price, Chge, % P/E.

PROPERTY table with columns: No., Company, Price, Chge, % P/E.

SHIPPING table with columns: No., Company, Price, Chge, % P/E.

COMMODITIES REVIEW

Sleepless nights far from over for LME traders

Most of London's commodity traders were in their beds - though I doubt in the circumstances whether they were sleeping easily - when Indonesia and Thailand sealed the fate of TinCo. It was, in truth, a very likely ending, and nobody was surprised, even if many will mourn. We now begin a new chapter in the most extraordinary commodity saga of modern times.

Scene is set for a battle royal with exchange in the middle

There are two catches. One is that the "ring out" is for cash settlement. In other words, physical tin will not be accepted against contracts. As a consequence, 60,000 to 70,000 tonnes of metal will be left in LME warehouses.

Buffer stock has debts of £300m and no obvious means of paying

Of more immediate concern to brokers is the buffer stock. It has debts of £300 million, and no obvious means of paying them. Moreover, it is also the proud possessor of 45,000 tonnes of tin, not to mention the famous contracts with LME members and others. Let us assume fancifully for a minute that this tin mountain can be shifted to everyone's satisfaction. Will export controls remain in force?

COMPANY NEWS

CLYDESDALE BANK: Consolidated profit for 1985 was £29.50 million (1984 £24.23 million). Tax was £11.99 million (£11.28 million). ANGLOVAAL: Results for the half-year ended December 31 include an interim dividend of 120 cents (100 cents). With figures in rand 000, turnover was 1,196,124 (1,050,469), profit was 103,561 (91,189) before tax of 41,540 (36,642). Group earnings for the year are expected to show a substantial increase over the previous year because of the mining division's strong performance. However, it is unlikely that the first-half growth rate will be sustained for the full year.

Harvard Securities PLC Licensed Dealers in Securities Jarvis Porter Group Plc Buy or Sell Shares Free of commission To deal ring 01-928 4003/928 2237

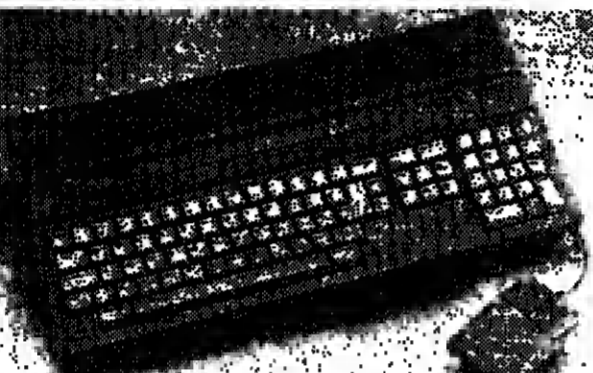
NORTH ATLANTIC SECURITIES CORPORATION: Proposals to utilize or liquidate the company were rejected at an extraordinary meeting in accordance with the recommendations of the directors.

IBM PC XT/FD £2248 ex VAT IBM PC XT/FD, 10mb hard disk drive, mono display, display printer adaptor, keyboard. London: 01-628 8830 South: (04862) 71001 North: (0423) 509577/8 Scotland: (0357) 22678 Buy before April for 50% capital allowance.

Spectrum software claims off target

Sir Clive Sinclair's claim that his latest computer, the Spectrum 128, will run all the software written for earlier versions of the Spectrum is apparently not quite true.

There are two catches. One is that the "ring out" is for cash settlement. In other words, physical tin will not be accepted against contracts. As a consequence, 60,000 to 70,000 tonnes of metal will be left in LME warehouses.



The next stage: Atari 520ST, at £399

Euro launchings setting hot pace

The competition among manufacturers in the high power, small business and home computer markets stepped up this week with the European launches of a series of advanced computers from Atari and Commodore.

powerful machines in its ST range - starting at £400 after a hefty 15 minute price rise from £300. The 520ST entry level computer, which will have 512k of computer memory, can be plugged into a television set and has sockets for disc drives and printer drive connection. It will also include a mouse controller and a picture-style command system similar to Apple's Macintosh computer.

Compaq: 3 new models!

Compaq Portable II now available in 3 versions: lighter, smaller, sleeker, new keyboard, 80286 8MHz processor, 256k expandable to 4.1 megabytes. Floppy or 10mb hard disk. From £2695. Prices reduced this week by up to £600 on Compaq Portable, Compaq Plus and Compaq Deskpro. Full range in stock. 78 High Holborn, London WC1V 6LS. Telephone 01-831 0644; Telex 91.65309.

ONLINE AND THE NEW EPSON 'TAXI' PC

FOR THOSE WHO WANT MORE INFORMATION. To make the right decisions, getting the right information at the right time is essential. Out of the 2,600 computer databases scattered all over the world, finding just what you need can mean battling through a telecommunications jungle.

Name: Address: Transam Microsystems Ltd, 59/61 Theobalds Road, London WC1X 9SF Tel: 01-404 4554

COMPUTER HORIZONS/1

Ready for the take-off

Satellites have consistently remained at the centre of international political debate in recent years. That debate has focused on the commercial future of services offered on satellite, the legal control which will need to be exercised to ensure some semblance of order in this new industry and what power a particular sovereign state will have over satellite transmissions generated outside national boundaries.

Research, predicted a boom in the revenue generated by those satellite services. The survey determined revenue rising to US\$1.5 billion a year by 1995 but the business sector would be the one which would contribute the lion's share of the new revenue. The non-business sector, attracted largely by television channels, would be the minor partner.

the Americans, principally in satellite television. The US is "tailored-made for satellites" but not so Europe, says CIT. "Using American data to support a European case is misleading...It would be quite wrong to rely on the US experience of satellite television. A realistic future European pattern would be quite different, even though six million homes are now receiving satellite broadcasts.

THE WEEK

Bill Johnstone Technology Correspondent

will have grown to US\$370 million, which could quadruple five years later. CIT detailed these growth areas: ● Internal corporate communication networks; ● video and teleconferencing; ● computer communications; ● distribution of earth resource pictures for use in weather forecasting and geological surveys; ● electronic mail and high speed telefacsimile; ● data bases and the services derived from them; ● remote/decentralized printing; ● education, training and information; ● the distribution of data and audio/video signals.

Industry may draw blank on tape levy

By Matthew May

The proposal by the Government to introduce a 10 per cent levy on the price of blank audio tapes raises some interesting questions about blank cassettes purchased purely to record home computer programs.

The levy, which is expected to work out at an average of 10 pence per tape, has been suggested as a way of compensating musicians and the record industry for the loss of income from the widespread home taping.

Though the copying of home computer software is said to be fast becoming as much of a problem as in the record industry the current plan does not include any compensation for software firms.

As it is impossible to tell what blank tapes will be used for at the time of purchase, home computer owners are likely to be paying a levy to the music industry for their blank cassettes.

Software firms are not, however, planning to lobby the Government for a share of the proceeds from the levy, estimated at around £5 million per year. The Federation Against Software Theft (FAST) which says it represents about 70 per cent of the companies producing home software, is totally against the concept of a levy because, says FAST co-ordinator Brian Hay, they see the levy as "a licence to copy".

Unlike the music industry some software firms have been able to introduce measures to prevent the copying of home computer software but they are frequently a considerable annoyance to the genuine purchaser.

Programs stored on cassette tape are typically only a few minutes long and special short tapes, ranging from five to 15 minutes in length, have been produced for computer enthusiasts. One partial solution to the problem could be to exempt tapes of less than 15 minutes though standard length tapes are also used to record several programs.

Games that can fool bosses

By David Guest

Ever since one particular flight simulator computer game became the litmus test of whether a computer was truly compatible with the IBM PC it has been obvious that personal computing at work need not be an overwhelmingly serious business.

to peer into space while giving an appearance of industrious concentration at the computer screen there is a package called Look Busy from a Texas-based company called Fake Software. This appears on screen to be a full scale integrated business package working away but actually requiring no attention from the user. Programs known as desktop organisers can also include games that can quickly be banished from the screen though they tend to be of the more worthy mental stimulation type. But all these games lack the courage of their convictions - encouraging the view that computing is in some strange way a futuristic activity. Where is an executive toy intended to be placed if not on a desk in plain view?



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COMPUTER HORIZONS/2

Turning the screw on fraud

A small computer crime squad at New Scotland Yard is so far the only specialist unit in the UK to investigate high technology fraud.

Observers say it is already overstretched just trying to handle investigations into computer crimes in the City. Now four-week training courses for small groups of about nine officers are to be introduced at the National Police College in Hampshire for each police force in the country. Investigations into computer fraud are often hampered by the reluctance of companies to admit that crimes have occurred, fearing the effect that publicity might have on the organization's credibility.

GEC Avionics has won a £38 million order to supply computers to the US Air Force and Navy. The company believes the order could mean spin-off business of up to £342 million. It will make 1,600 standard central air data computers, which tell pilots how fast and high they are flying, to be installed in up to 30 types of aircraft. GEC Avionics, based at Rochester, Kent, has now won orders for a total of 3,000 computers for the US forces. The latest contract was gained against five competitors, four of them American.

Ron Howard, a director of the company, said: "It's still very unusual for a British manufacturer to win orders at the heart of the American defence industry. It's very hard work but it can be done."

COMPUTER BRIEFING

Amstrad has announced a bigger version of its highly successful budget priced word processor aimed at those who need a larger word processing capacity. The PCW8512 has double the memory, 512k, of the earlier version, two instead of one disc drives and will cost £574. It includes the same word processor, monitor and printer that comes with the first model. With other business software such as financial spreadsheets and databases now becoming available the new computer should increase Amstrad's appeal to small offices and businesses. Sales of the original model have been running at high enough levels that discounts have been virtually impossible to obtain through the Boots chain which is now selling it complete with a financial spreadsheet for £470.

Sharing ideas will be easier for some Soviet and US scientists conducting joint research projects if the Kremlin approves the first official computer link between the superpowers. The data exchange would allow researchers to bypass distance, time and bureaucratic barriers, said Murray Turoff, a computer scientist at the New Jersey Institute of Technology, who developed the idea. He said informal computer networking began last summer between about 12 US and Soviet scientists in a variety of

fields that led the Russians and some US people to realize this would be a way to not only carry on exchanges, but joint research.

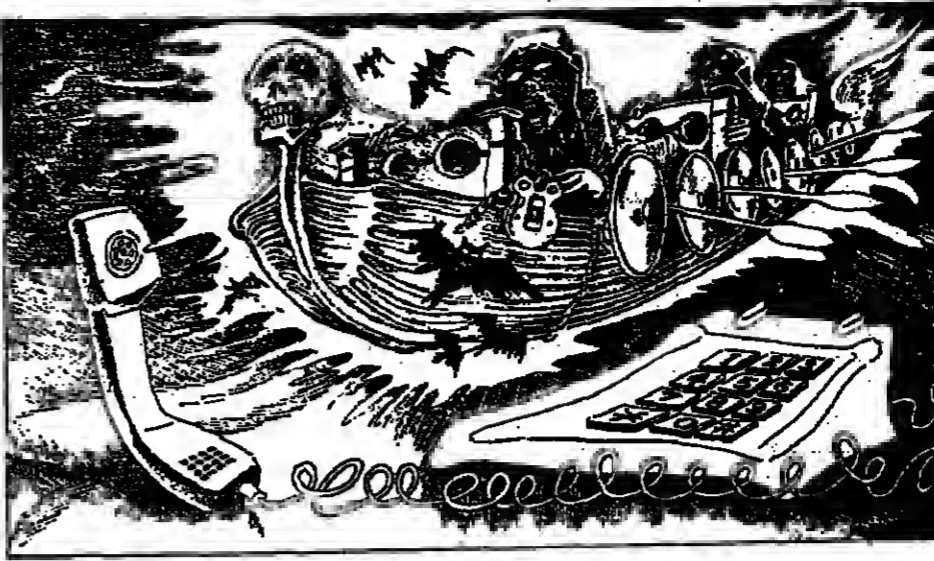
Deutsche Bundespost has announced a nationwide telemetry project that will enable the meter signals to be transmitted digitally without interfering with voice traffic. The project will also allow other uses to be evaluated including announcement systems, emergency alarm systems, and remote control of air conditioning and traffic signals. Network equipment for the project is being supplied by the British firm Racal Milgo. The Bundespost plans to install the system in every local exchange area eventually. The service will cost about £20 for a connection and £1 a month rental. It is similar to British Telecom's Bitstream service that began trials of automatic meter-reading two years ago.

Fujitsu, Japan's top computer group, has denied a report originating in West Germany that it would stop making computers compatible with IBM systems. The Japanese group is the world's leading producer of IBM-compatible systems. It also supplies them to Siemens of Germany and Amdahl of the United States. The West German report had alleged that Fujitsu was having trouble making IBM-compatibles because of a dispute it had with the US group about software. IBM has accused Fujitsu of pirating its software.

A new line on the spoken word

By Martin Banks There have been increasing noises recently about translation machines. The Japanese are even said to be developing a telephone that can translate the spoken word. The caller speaks Japanese into one telephone and from out of another, presumably somewhere else in the world, comes spoken English - or vice-versa.

Far-fetched? In the short term, yes. The computer and software needed to cope with not only on-line word translation but also the problems of grammar and syntax that will work with both speech recognition and synthesis has not been built yet. But there is nothing wrong with the theory. Take the Japanese phone again. The chances are that a translating telephone would be used primarily for business calls. That by definition means that the words spoken would be a limited sub-set vocabulary, specifically geared to business needs and terminologies. There are precedents which demonstrate that when a tightly defined and limited vocabulary is used translation can become a relatively simple task. One of the oldest precedents came from the US tractor



Church in computer mix-up

Somebody may have been using an office of the Roman Catholic Archdiocese of San Francisco to "hacker" computers. The diocese bought more than 2,000 computers at special educational discounts from Apple Computer but only 400 ended up in church-run schools and churches, the San Francisco Chronicle reported last week.

The other 1,600 found their way back to retailers in New York city, investigators said. The Rev. Miles Riley, the archdiocese spokesman, said church officials were "painfully aware" of the situation and "are trying to resolve it." "We want to pay back what is owed and make amends," he said, adding that the archdiocese already has returned \$57,468 to Apple for a preliminary audit of dealings with Apple.

The Apple attorney Steven Sabath said the church was co-operating with Apple and the district attorney in the probe. The all-purpose translation system that can cope with this is a long way off. The business system, or more specifically a number of different business translation systems, are much more feasible, though they will undoubtedly cause problems and misunderstandings at first. Expect to see "the ancient torture system up in the sky on a boat" as the result of a computer translating the phrase "ship the stocks by air".

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Teachers get training for schoolrooms of the future. By Lucy Hodges, Education Correspondent. Microcomputers have been introduced into English and Welsh classrooms on the cheap. Though a secondary school has, on average 10 micros and Britain is thought to lead the world in the idea of microcomputer use in education, the hardware has been introduced at minimum cost.

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March 11, 1986

# On time, from cars to fish fingers

As an army marches on its stomach, much of Great Britain Ltd depends on the efficiency or otherwise of the distribution companies that serve the networks of industry and commerce, ranging from the assembly of cars to the stacking of supermarket shelves.

Moving things around in the most-expeditious manner possible is big business: about £20 billion a year is spent on freighting alone and the growth in distribution services during the past three or four years has been steady as Britain's economic activity has improved.

It can be a matter of delivering chilled food in prime condition for that expanding market or completing the frozen food chain which gets a fish finger to a child's plate in perfect condition. It can mean ensuring that all the components that make up a car get to a factory not too late and, equally important so that stocks are kept to a minimum, not too early. Or it can mean seeing a parcel or letter arrives at a destination when it should.

While the health of the distribution services depends on whether the economy is doing well, it thrives equally on export and import. A cushioning factor is that the retail chain, especially in food, has a level of activity which tends to hold up during times of economic stringency.

Nevertheless, this is an industry of fierce competition

where the weapons of new technologies, from specialized transport to computer controls, are used as the levels of sophistication spiral.

Road transport accounts for about 95 per cent of the movement of freight, with the road transport market valued at £19.2 billion at the last detailed count in 1983. There are, the Freight Transport Association (FTA) estimates, about 500,000 lorries and one million lighter transport vans involved, with an estimated 300,000 jobs.

But British Rail has been increasing the appeal of its freight services by using road transport links to achieve flexible deliveries from rail depots. One cider company which built its own rail siding to exploit the new system saved 25 per cent on its distribution costs, according to British Rail.

While air freighting is, in percentage terms, a small part of the distribution market, it is playing a growing role as the demand for fresh fruit and vegetables, particularly the more exotic varieties, has grown. Air freighting was responsible for chilled lamb from New Zealand to Britain in increasing quantities.

If all forms of transportation, including the movement of fuels and waterborne transport, are taken into account, total spending is more than £40 billion a year. Judged by tonnages transported over distance — the tonnes-kilometres criterion which measures ac-



Checking in: Foreman Dave Turner, left, and Ray Spencer at the SPD Consortium warehouse at Yate near Bristol

tual work done — road systems account for about 60 per cent of the market, rail 9 per cent, waterborne transport just over 25 per cent and pipelines about 6 per cent.

On road transport, the index of tonnes-kilometres dropped from 107 in 1979 to 97 the following year but has since climbed to an estimated 110 in 1984, according to ICC Business Ratios. There was

**Big changes have led to a shift in demand**

an estimated easing to 107 in early 1985.

Owner operators running up to five vehicles still account for 70 per cent of goods vehicles on the road.

The trend for years has been to carry more goods on fewer vehicles as articulated lorries up to 38 tonnes have matched the needs of the fast-changing retailing sector. The index of carryings by articulated vehicles has risen from 100 in 1977 to 118 in 1985.

It is the retailing revolution that has probably been the

biggest factor behind distribution's own revolution although the sophistication increasingly demanded by the vehicle manufacturers must not be close.

At one time it was the food and grocery manufacturers that generated demand and delivered to the retailer. The upsurge of the big chains has led to the retailer creating demand thus dictating the supply system and shifting distribution in central warehouses, either owned by the retailer or run for them by contractors. It is estimated that most big multiples control distribution centrally for between 60 and 80 per cent of their sales volume and this trend is still accelerating.

The same progress bringing in similar structural changes is now being seen in other markets such as hardware and DIY, furniture, domestic electrical appliances from washing machines to television sets, toy retailing and also pharmaceuticals.

What could put more lighter vans on the road is the new trend to squeeze the bigger trucks out of city and town centres. It will mean more depots out of town to break

loads down for delivery by smaller vehicles. That could drive up costs to be reflected, inevitably, in prices. It is a moot point whether a single delivery by one large truck to a big in-town store is more disruptive than multiple deliveries by a fleet of smaller vehicles carrying the same amount of goods.

In road freighting many smaller companies, with less

**Deliveries at weekend to meet family needs**

than five vehicles, are finding it increasingly difficult to make a profit, according to Key Note, the market analysis\*. But Key Note believes the parcels and small loads traffic still has considerable growth potential although increased competition could mean lower prices.

In its latest report\*\* on major road hauliers ICC Business Ratios found some of the companies with the higher profits margins dealt with non-bulk consignments. They include TNT Road Freight

UK, a part of Australia's Thomas Nationwide Transport, George White, which belongs to Associated Newspapers and John Forman, a P & O subsidiary.

ICC forecasts a further revival in haulier's fortunes, possibly with sales growth exceeding 10 per cent. Demand for services is expected to remain high.

As the prospect grows of armchair shopping, using interactive links to order goods displayed on television, a harbinger of what the public can expect is the delivery service offered by Homespeed, a venture by Pickfords Removals, part of the National Freight Consortium.

Homespeed's two-man teams deliver items such as furniture and electrical appliances at times, including evenings and weekends, to meet family needs.

**Derek Harris**  
Industrial Editor

\* Road Haulage, Key Note, £79.  
\*\* Road Hauliers (Major): ICC Business Ratios, £157. Both available from 28-42 Banner Street, London EC1Y 8QE.

# Going faster on the road

The great days of the train, when the railways were seen as the natural means of moving goods around the country, have long gone. The greater flexibility of road transport, helped by an ever expanding and improved road network, has meant that it now accounts for nearly two-thirds of all freight movements.

About three-quarters of that traffic is carried by manufacturers' wholesalers and retailers' vehicle fleets. The so-called third party distribution network ranges from thousands of one man operations to the giant National Freight Consortium, formerly the National Freight Corporation, which is now owned by the employees and one of the great privatization successes.

The NFC operates 13,000 vehicles from more than 700 locations in the UK and overseas, and in 1984 its turnover was more than £562 million. It includes such household names as British Road Services and Pickfords.

Its BRS operations have recently been merged with those of the SPD group, which it acquired from Unilever last year. SPD specializes in the high street distribution of consumer goods, providing a common carrier for compatible products from different manufacturers destined for the same location.

Every year it makes more than two million deliveries to 125,000 retailers, wholesalers, caterers, factories and institutions, and its customers include Whitbread, Van de Berghs, Scottish and Newcastle Breweries and Beefeater Inns. It also has management contracts with Kellogg's, Sainsbury's, Tesco and Mars.

SPD accounts for about nine-tenths of the NFC turnover; the remainder is represented by smaller subsidiaries such as Carrycare, which specializes in consumer goods that need extra careful handling.

It claims to have been the first to develop effective protective packing, handling,

storage and distribution methods.

Another subsidiary, GDS, specializes in distribution services to the confectionery industry. Formerly the transport division of Geo Bassett Ltd, it now acts as a common carrier, delivering 3,000 different products to 40,000 customer outlets.

Distribution costs are now estimated to account for up to 25 per cent of the purchase price of a product and consequently more and more attention is being paid to potential savings. The formation of the Institute of Physical Distribution Management reflects the increasing use of specialist companies that can advise manufacturers and retailers on the most cost-effective methods.

Manufacturers' own transport fleets have correspondingly declined, one reason being that the high turnover of large supermarkets has made traditional distribution methods, with a separate vehicle from each supply source, impractical in terms of unloading, queueing and waiting.

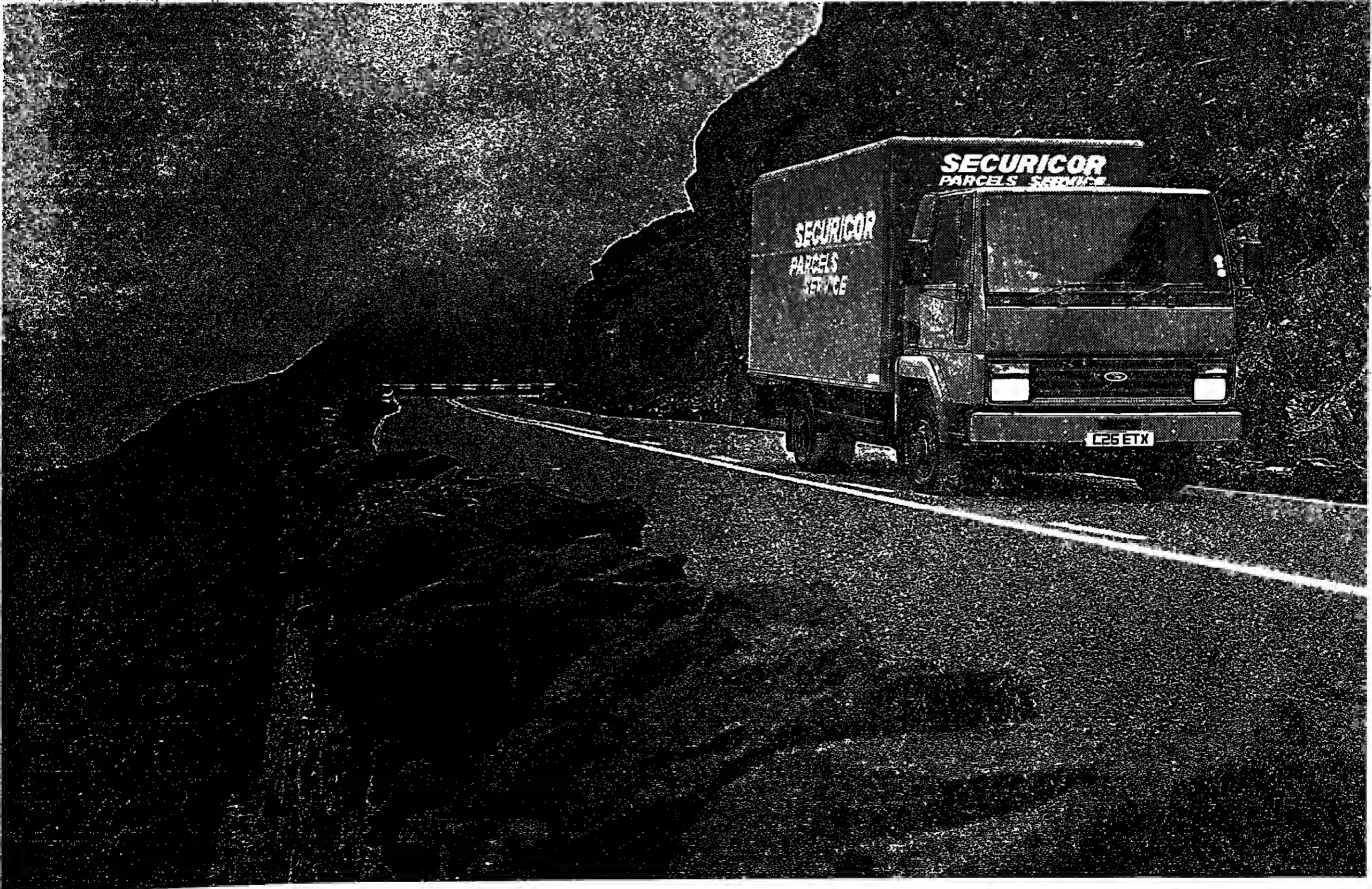
The obvious solution was to concentrate deliveries from all suppliers into a central or regional warehouse so that deliveries could be coordinated. This in turn has freed more retail store space for display and sales.

The jargon phrase for third party involvement is physical distribution management (PDM). National Carriers Contract Services, another part of the NFC group, offers its customers PDM "packages", whereby it takes full responsibility for the whole distribution process.

Among the company's principal customers are Boots, Morphy Richards and BMW.

The biggest incentive to the growth of road distribution services has of course been the expansion of the motorway network, from the completion of the M1 in 1959 to the near-completion of the M25 London orbital route.

**John Young**



## It costs just £10 to test the Ford Cargo for reliability.

That's a typical charge Securicor make for delivering a package anywhere in the UK by 10 am the next day.

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constantly: there are three pages of computer information on every one of their vehicles.

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The fitters agree too. According to Ron Smith, Securicor's maintenance people all prefer Fords.

He likes the clean, good-looking lines of the Cargo.

And his drivers like the truck, too. This is especially important to Securicor, because their drivers meet the customers. The company sees them as part of the sales force.

In the main, Securicor run 7.5 and 16 tonne Cargos, and they're adding the new Cargo Cummins 10 litre.

"We choose every truck on merit," says Ron. "We make regular tests on competitive

vehicles, and in peak periods we hire in other trucks, which gives us a chance to get a good look at them.

But I don't think there's a better truck anywhere than a Cargo."



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**Supermarkets set the pace**



David Quarby: A better service at Sainsbury

Distribution services can no longer be taken for granted, merely to be delegated to a transport manager. They are taking up the time increasingly of directors in a company, including managing directors, according to the Freight Transport Association (FTA).

This is because companies have become increasingly aware that with an average 12 to 13 per cent and possibly as much as 20 per cent or more of a product's purchase price being accounted for by distribution costs the need for efficiency is crucial and the scope for savings substantial.

It is the big supermarket chains which mostly have moved furthest in refining distribution systems. In searching for savings, many have dropped the old systems of suppliers delivering to stores and have set up their own centralized depots where the needs of a store are made up.

J Sainsbury, Britain's biggest grocer, has steadily moved to the position where 80 per cent of goods sold through its shops are delivered through its own depot network.

David Quarby, the board director responsible for distribution at Sainsbury, said: "At one time 10 suppliers would have been sending 10 vehicles to drop at one store what we now send out in one vehicle. It is far more efficient, enabling us to manage and control our stocks more tightly, to carry out seasonal planning and to respond far more quickly to unexpected needs and to promotions."

Tesco Stores, with 400 outlets of which 110 are supermarkets, has a 24-hour stock replenishment system under which shelf replenishment needs are notified overnight to depots which then supply what is necessary the next day. So far all wines and spirits are on the system and 65 per cent of all food lines. Overall about 65 per cent of merchandise goes through the central warehousing system leaving scope for other supplies going direct from suppliers. Exact requirements are fed to suppliers delivering direct.

The increasing number of

Distribution Services, believes relatively inexpensive microcomputers and handheld terminals will increasingly make it possible to raise general standards of warehousekeeping to the advantage of smaller companies.

Management and organization is another area of opportunity, according to Mr Stanton. While much of the initiative in distribution has passed to retailers their interests are necessarily narrow and specific. So for innovation the industry would need to look to the transport hirers, the sector dominated by small operators.

Mr Stanton told a recent FTA conference on distribution: "I do not believe that big is necessarily beautiful or indeed profitable but we do need organizations of adequate size to finance and manage technological innovation. We must be able to develop young managers skilled in modern techniques."

Courses in distributed management at universities and polytechnics should be broadened, he urged. Equally, the industry had to be prepared to enhance the status of distribution management so young managers had the chance of accelerated business experience.

The air-freight industry is going through a period of rapid change brought about by the gradual extension of the use of wide-bodied aircraft, by fluctuations in world currency rates leading multinational corporations to move their manufacturing bases around, and by the startling success of the express parcels industry.

With their huge belly-hold cargo capacity (a Tristar holds 7.5 tonnes of freight as well as a full passenger load) a BAC Super 1-11 less than a tonne) regular scheduled passenger flights can now handle large items which used to have to sit around waiting for enough other cargo to justify the use of a freighter. Today, 83 per cent of air cargo travels on scheduled services.

The total UK throughput of air-freight for 1985 was about 850,000 tonnes. Heathrow saw more than 529,000 tonnes of that, with an estimated value of around £2.25 billion.

British Airways, with one of the largest worldwide networks in the industry, sees the market developing well over the next few years.

"We now earn more than £1 million in freight revenues in 35 countries," says Geoff Bridges, the cargo manager. "The most important aspects are simplicity, speed, and reliability. Price is becoming an increasingly marginal consideration."

For British Caledonian, air cargo is also important. Some 15 per cent of the airline's corporate turnover is depend-

**A rapid change in the air**

dent on the talents of David Brooksbank and his team. During 1985 they handled more than 54,000 tonnes of freight through their Gatwick base, as well as 10,000 tonnes of mail, from the Post Office and their overseas counterparts.

The dramatic growth of the express parcels market has, inevitably, taken some traffic away from air-freight.

The airlines are aware that they have to improve their marketing and upgrade their speed. It is a fact that, in the past, items for air-freight spent an astonishing 92 per cent of their transit time sitting on the ground. That is changing rapidly. Ironically, speed within Europe has been substantially improved by using the roads and ferries.

Overnight movements across European frontiers means less delays and gives faster service. Now, less than 40 per cent of inter-European airfreight actually gets airborne.

The need to invest in newer, better ground-handling is emphasized by BA who are putting £7 million into their Heathrow facilities to improve speed on the ground.

Peter Smith

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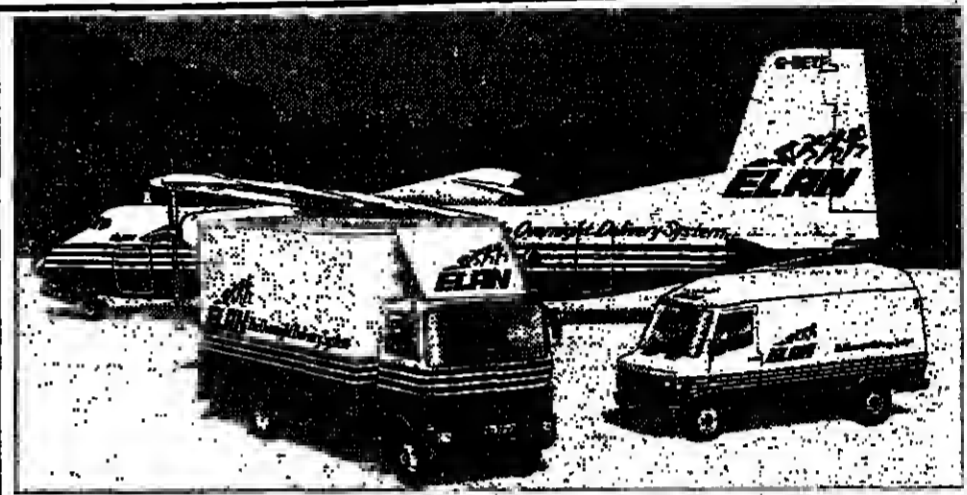
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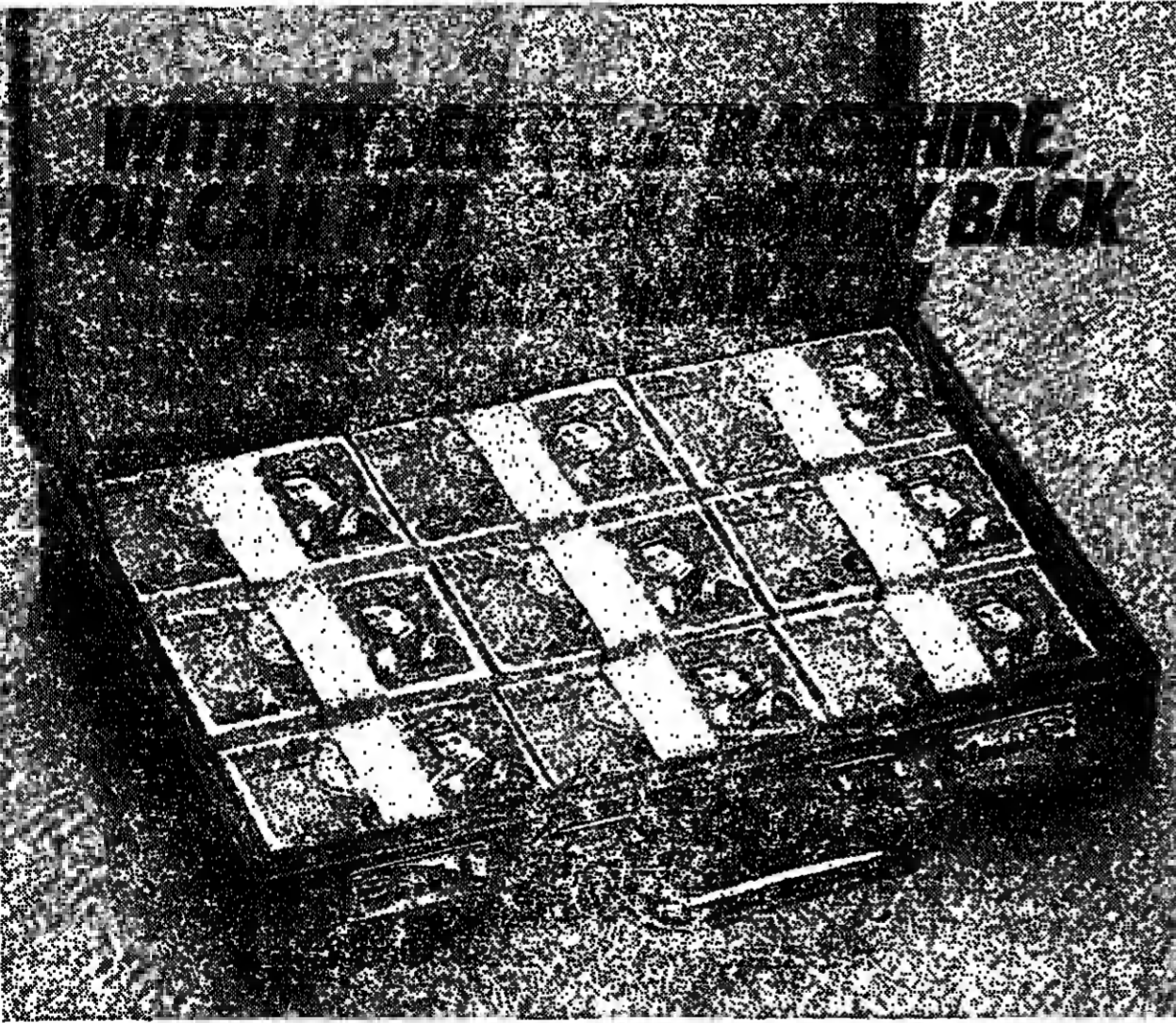
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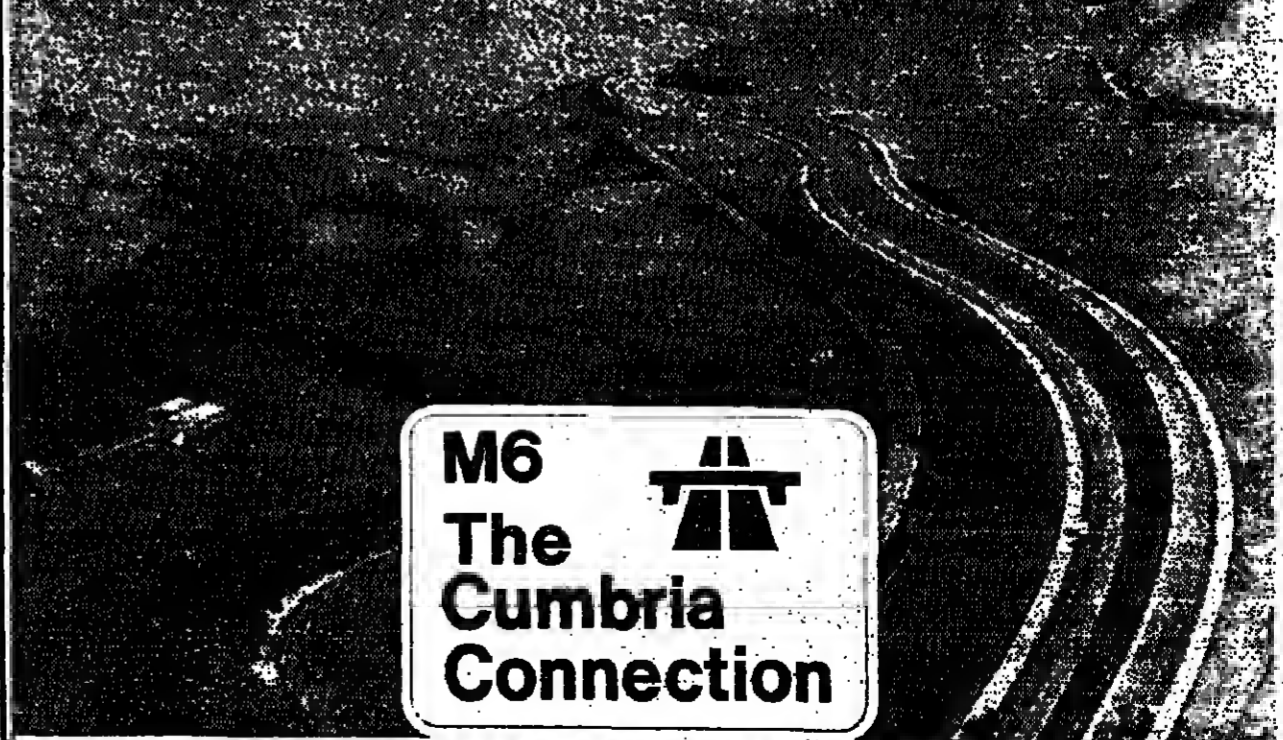
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Heavyweight: This DC 10 from B/Cal can carry 16 tonnes plus passengers

## Getting back on the rails

The historic decline in importance of the railways as a goods carrier has all too frequently been accelerated by the actions of the rail unions either on their own behalf or in support of an industrial dispute affecting one or other of their principal customers.

When coal had to be transferred to road distribution during the miners' strike, it seemed that the whole freight network might fall victim to misguided ideology.

More recently, this newspaper and its sister publications have been "blackened" by the NUR and ASLEF as a show of solidarity with the dismissed port workers; the resulting loss of business is about one third of the annual revenue of £27 million earned from newspaper distribution.

This sort of action has created the impression that the "brewed businessman" would be well advised to put his faith in motorways and private enterprise and to abandon the British Rail leviathan.

The fightback has inevitably been, and still is a tough one. British Rail's new philosophy recognises the advantages and flexibility that road transport offers, particularly over short distances. It is now concentrating on its own strength, namely the considerable cost advantage of bulk rail haulage over medium to long distances.

The new Speedlink service employs a fleet of freight trains operating a scheduled service under the control of a central computer. The wagons have air brakes and suspension systems designed to minimise the risk of damage

and the largest can carry up to 54 tonnes.

Although most rail traffic goes through distribution depots and completes the last part of its journey by road, more regular users have opted for their own sidings. These obviate double handling and allow goods to be loaded and unloaded at the firm's convenience; depending on circumstances the cost can be as little as £20,000 and grants of up to 60 per cent are available if the company can show that there are environmental benefits in reducing the volume of road traffic.

The fact that the Cootinental rail network is so much larger and more modern than in Britain has ironically worked to British Rail's advantage as trade with the EEC has expanded.

An example is the contract signed a few weeks between Railfreight, BR's goods subsidiary, and Audi-Volkswagen. Spare parts, ranging from small electrical components to complete bodysheets, which used to be conveyed by road to Hamburg, thence shipped to Kings Lynn and loaded again on to lorries, are now carried by train and ferry via Harwich direct to a terminal near Milton Keynes.

Railfreight has had to dispel the impression that it is not interested in, or unable to cope with, anything other than large volume traffic.

Many food and drink companies have switched from road to rail. Recent converts include Campbells Soups, Guinness, Grants of St James and Johnnie Walker.

An example of the new spirit of collaboration between

In Europe the express parcels and courier industries are a relatively new idea. It was the United States that first realized the importance of speed in delivery, an idea taken up by TNT, the Australian transport group, when it introduced its Overnite nationwide next-day delivery service as recently as 1980.

The move shocked the Post Office into action and its Datapost division is now fighting back to the extent where it expects to become the second largest force in the express market within two years. With 2,600 Post Offices accepting small packages, they have no reason to fail.

BR, with its Red Star operation, is also moving to compete directly with the private firms whose collection and delivery facilities have a distinct edge over BR's requirement that customers take their packages to the station. This is changing, but Red Star does still not have a totally nationwide network.

The privately-owned companies have invested huge amounts of money in their infrastructure, with large fleets of distinctively liveried vehicles, a network of modern, regional depots and a big, expensive central sorting unit where line-haul vehicles from every part of the UK arrived to dispose their loads for sorting in a middle-of-the-night operation.

Sophisticated, computerized machinery sorts the parcels in minutes, speeding them on

## A supersonic postman

their way to delivery anywhere in the UK before midday.

This equipment, and the large number of people involved in such a nationwide operation, is not cheap. "Rates will harden over the next year," says Alan Jones of TNT, "because costs are constantly rising as we invest in better equipment and more sophisticated systems." Far from this driving customers away the better services offered attracts more business to the giants, at the expense of their smaller brethren.

Lex Wilkinson believes that a process of rationalization will continue, but again the importance of investment in better facilities is acknowledged. "There is a strong move towards the premium services offering guaranteed delivery times," says Geoff Barlett of Lex Wilkinson.

Although the UK domestic market is huge, some estimates putting it at about £1 billion a year, it is on the international front that size really comes into its own. Both the express parcels and the "pure" courier industries are growing apace, with companies such as DHL staying way out in front of the pack in the latter.

Traditionally there have always been two basic sides to the international express services - parcels, which contain dutiable items and are there-

fore subject to customs declaration, and documents, which are not. Most companies have tended to separate the two, principally for practical reasons. A courier bag with dutiable items needs extra documentation, and more time, to clear whereas documents can be whisked through in minutes.

This extra work and time means that dutiables are normally charged at a higher rate, about £15 to £20 on average, a lucrative source of income for the carriers. As Federal Express, a large American parcels carrier with a burgeoning European business, has just abolished this surcharge, it

remains to be seen whether other courier companies will follow suit.

The small parcels market, involving dutiables, is thriving with new services and more aggressive marketing pulling business away from both traditional air-freight and postal services.

Elan is one such operator, launched just over three years ago to cater for the UK-Benelux markets. Now also operating to West Germany and France, they fly their own Merchantman aircraft, with a 19 tonne payload, from East Midlands every weekday night to Cologne. From there a fleet of road vehicles fans out

covering most of Germany, Benelux and Paris with next-day deliveries.

The importance of service is echoed by the truly worldwide courier companies which tend to handle time-sensitive documents and small packages, often with a weight of less than five kilos, rather than larger items. Despite the advent of fax and electronic mail, the courier market is booming.

Skypak, DHL and a couple of others even use Concorde twice daily to New York with an OBC (on board courier). The spectre of these supersonic postmen sipping champagne at Mach 2 along with top international executives and film stars epitomizes the search for the fastest possible delivery.

Peter Smith

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Vertical text on the right margin, likely a printer's mark or registration line.

CRICKET: THE NEED FOR ONE MAN'S COURAGE AND ANOTHER'S INSPIRATION

England count on Botham and Willey for restoration

From John Willcock, Cricket Correspondent, Trinidad

"To sum it up," said David Gower here yesterday, "we've somehow got to get through tomorrow morning, perhaps losing only one wicket. We are all of the same thinking. The match can still be won."

Scoreboard

Table with columns for England and West Indies scores, including batsmen names and runs scored.

day of the second Test match. With seven wickets standing England are 55 runs behind and the West Indian fast bowlers will be fresh for the fray.

Over there and over the top

Wouldn't it be nice if I was wrong? I'm so much an Ian Botham fan, you see. But it seems from this Test match which, so far, has been a personal disaster for Botham, that the man has changed. He has changed from being an over-reacher, an over-achiever, into someone who is merely over-the-top.

ATHLETICS

Budd gives her word

Zola Budd has written to the Women's AAA saying that she still wishes to compete for England at the Commonwealth Games in Edinburgh this summer and that she will fulfil all the necessary requirements to do so.

FOR THE RECORD

Table listing various sports records including Wales Conference, ICC Hockey, Golf, Football, and other sports.



On guard: Lamb, over the fighter, takes evasive action

thing approaching 200 to win, which might well exercise them, something special will probably be needed from Botham, whose Caribbean record is not at all encouraging. He has played 21 first-class innings in the West Indies now and his highest score is 40.

Century by Marsh not enough

New Plymouth (Reuters) — The Australians' match against New Zealand's Central Districts finished in a draw yesterday when the hosts finished the day on 149 for five.

YACHTING

Winds delay leaders

Light winds continued to slow the leading Whitbread yachts yesterday as they closed on the finish of the third stage of the Sound-the-world race, delaying their expected arrival in Punta del Este until tomorrow.

TODAY'S FIXTURES

Table listing today's fixtures for various sports including Football, Rugby Union, and other events.

Bath's luck is unchanged as they are drawn away again

By David Hands, Rugby Correspondent

Bath, the John Player Special Cup holders, must travel to Glasgow for the semi-final round but they do not yet know where their opponents, drawn yesterday by Alan Grimstead, the Rugby Football Union's senior vice-president, will be either Harlequins or Leicester, who play their delayed quarter-final at the Stoop Memorial Ground on Saturday night.

Late tests for Keyes and Kiernan

By George Ace

A decision on the fitness of Keyes, the Ireland stand-off half, and Kiernan, the centre, for the game against Scotland on Saturday at Lansdowne Road may be taken until the Irish training session in Dublin on Thursday. Both will be examined in Cork tomorrow, but unless the diagnosis proves conclusive the players will be asked to travel to Dublin on Thursday morning.

BADMINTON

Call for Downey's dismissal

By Richard Eaton

Leading players have asked for the removal of Jake Downey as England manager in a letter to the chairman of the Badminton Association, Graham Axford. They hope to collect more signatures during the forthcoming championships at Wembley this week.

MOTOR RACING

Williams improves

Marseille (AP) — Frank Williams, the Grand Prix team owner, moved out of intensive care at the Timone hospital yesterday and his life is no longer in danger, but his legs remain paralysed, a hospital spokesman said.

RUGBY LEAGUE

Big two steer clear of one another

The mouth-watering prospect of a Cup winner's Challenge Cup final at Wembley on May 3 was set up yesterday when Wigan and Hull Kingston Rovers were given home draws in the quarter-finals of the Silt Cup Challenge Cup.

OTHER SPORT

BADMINTON: Yonex All-England Open Championships: Qualifying round (at Watford LC). RACHNETS: Conquest British Open (at Queen's Club, West Kensington).

Sports commentary

A sharp word in the ear of Sharpe

They gave David Sharpe the man of the match award at Oxford for his victory in the 1,000 metres against the United States. They should have been giving him a quiet, friendly warning or at least Jimmy Hedley, his coach, should have done.

Sharpe is a splendid newcomer to the international scene. His time of 2min 20.56sec is less than two seconds outside Sebastian Coe's world indoor best time. He will be challenging selection in the 800 metres for the Commonwealth and European meetings. Yet his desperate lunge to get his chest in front of Ray Brown, of the US, drilling as it was for the crowd, was the culmination of tactics that were unwise and risky, if not foolish. It will have told Sharpe little about his racing ability other than to confirm his overall potential.

For much of the race he looked along at the back, which was the position in which he became out of touch and was eliminated in his heat in the European indoor championships. He was not helping to shape the race, was not closely in touch with anyone who might have made a sudden surge and was therefore not wholly in command of the expediency of his own effort.

He would not have won had not Brown continued to fade after Sharpe's late acceleration from the back had spent itself. Hanging off the back of the field is not intelligent, but lazy, as was irrefragably demonstrated to Coe in Moscow. Sharpe, who has a fine future, needs to get more from his races than pleasing the crowd.

Coe is closing in on the 5,000m

It is three years since Coe last ran a personal best, indoors or outdoors, with that 1,000 world best in Oslo, so it was satisfying for him, in his thirtieth year, to produce another in Saturday's 3,000. Therein lies the making of a possible problem, though not one at which he will complain.

Coe recently admitted, in a university lecture, that fear of defeat is for him a stronger motive force than desire for victory. Six years on, Mieskow still rumbles, as does defeat in Athens two years later. This is part, at least subconsciously, of his incentive for possibly going for the two-lop medal in Stuttgart this year. Coe having admitted to Overt in Los Angeles that "we're getting too old for this".

His winning time of 7min 54.32sec, achieved after bursting past Dave Lewis on the last lap, did two things for him. "It confirmed that I can mix it with the long-distance guys and still retain my two or four-lap finishing speed," he said. "The 5,000 is now not that far away."

Howell makes his Olympic peace

Denis Howell has returned from the meeting of summer sports federations in Rome, having made his peace with Horst Dassler after the criticism of Adidas in the COPR inquiry into sponsorship "which is important for Birmingham's Olympic bid because of the influence which Dassler carries. Howell told him he had no specific objection to Adidas, who may well be without rival, but that marketing contracts should always be open to tender.

ROWING

Oxford lose their Head

With three weeks to go before the Boat Race on March 29, Oxford University lost their Reading Head of the River title by nine seconds to London University on Saturday (Jim Railton writes). The university had made big positional changes in their crew last week and brought in Graham Jones, the Australian international, for the fourth year running.

BOXING

WORLD BOARDS Association middleweight champion (17 mds) R. Curtis v. Collins (middle, 16 mds) R. Hampton (US) Lightweight (10 mds) P. Wheeler v. J. Jones, US.

Vertical advertisement on the right edge of the page, including text like "Palmer his way after poor results" and "Stinging double by Wasps".



FOOTBALL: COMPLEX DRAW FOR THE SEMI-FINALS OF THE FA CUP

Prospect of all-Merseyside final

By Stuart Jones, Football Correspondent

A colourful vision emerged from the confusion of yesterday's FA Cup semi-final draw...

Milk Cup four years in succession. Everton have recently become even more accustomed to making the journey down to the northern outskirts of the capital...

Everton would go through to meet either Sheffield Wednesday or West Ham United, whose contrasting styles will be on display at Hillsborough...

They will fly out immediately after the final to the England training camp in Colorado. On arrival, they will scarcely be fresh.

They will fly out immediately after the final to the England training camp in Colorado. On arrival, they will scarcely be fresh.

Edinburgh can have final say

By Hugh Taylor

The city of Edinburgh was given hope yesterday that one of its finest seasons could climax in the Scottish Cup final...

The games are to be played on April 12 with Hearts at Hampden and Hibernian at the Tynecastle or Dens Park...

It has been a remarkable season for the Edinburgh clubs after a period of decline. Hearts are leading the league and Hibernian who reached the final of the Scot Cup...

The Edinburgh clubs have not met in the final since 1896 when Hearts won 3-1. However, the bookmakers are not as optimistic as the supporters...

The draw emphasizes the swing from west to east of Scotland's pendulum of power. It is the first time in 18 years that the old firm of Celtic and Rangers have not been represented in the semi-finals...

If they were to fail to win the premier division championship, it would be only the third time this century that their names would be missing from the honours list.

SEMI-FINAL DRAW: Dundee United v Hearts (Hampden Park, Hibernian v Dundee or Aberdeen (Tynecastle or Dens Park). Ties to be played on April 5.

Francis may have sealed his World Cup destiny

"What happened in Boston, Willy?" is the \$64,000 question to Arthur Miller's "Death of a Salesman."

Francis, outraged that he should not be picked for the Benfica match, resented that if he were not considered fit to play, then he was not fit to go on the bench.

Francis will definitely leave Sampdoria at the end of this season, but Graeme Souness, whose politics previously looked a little rocky...

Kendall linked with Juventus

Juventus, the European champions, are considering Howard Kendall, the Everton manager, as a possible successor to Giovanni Trapattoni...

WORLD FOOTBALL

pro-communist tendencies felt foul of the reigning Christian Democratic party.

On Saturday, Barcelona, in losing 3-1 to Real Madrid, also lost any hope of retaining the championship...

Brian Glanville is football correspondent of the Sunday Times

OVERSEAS RESULTS

CZECHOSLOVAKIA: Tabor Prostejov 2, Slovan Liberec 2, ZVL Zlín 0, Dukla Prague 10, Ceska Budejovice 0, RH Chelč 5, Slovan Prague 1...

Smith resigns at Newport

Newport County yesterday accepted the resignation of their manager, Bobby Smith...

Relish, one of two player-coaches at the club (Leighton James is the other), has spent virtually the whole of his football career with Newport.

He is well respected by two player-coaches at the club (Leighton James is the other), has spent virtually the whole of his football career with Newport.

Snodin pulls out

Ian Snodin, the Leeds United midfielder, has withdrawn from the England under-21 squad for tomorrow's European Championship quarter-final in Denmark...

TENNIS



Becker the wrecker: the West German putting Maciel, of Mexico, out of service

Cash the father-figure may make all the difference

By Rex Bellamy, Tennis Correspondent

Paul Hutchins, Britain's team manager, says they have "nothing to fear" in their second-round Davis Cup tie against Australia...

Britain, promoted to the 16-nation world group, could hardly have had an easier draw. Moreover, they have played seven consecutive home ties and have at least one more to come.

Arias wins a hero's medal

From Richard Evans, Guayaquil, Ecuador

It is not usual to pin battle honours on a player who wins a match 6-3, 6-1, 6-4 but Jimmy Arias deserves whatever awards sport has to offer for bravery under fire when he won the decisive Davis Cup rubber against Raul River on Sunday...

Lloyd has played more Davis Cup matches than any other British players except Mike Sangster, Bobby Wilson and Tony Morram.

When Britain had disposed of Spain the draw for the quarter-finals was taking shape: United States v Mexico or West Germany, Britain v

Wright manager

Gordon Wright, a former Lincolnshire middle-distance runner, will manage the England athletics team at the Commonwealth Games in Edinburgh this summer.

Australia, Yugoslavia v Czechoslovakia and Sweden v Italy or Paraguay. How odd it is, by the way, that even when a Davis Cup tie has been won and lost in two days the teams carry on playing.

DAVIS CUP: First round: Great Britain vs Spain 4-1, 1-1; Brazil vs S. Korea 6-1, 6-3, 1-1; Lloyd vs E. Sanchez 3-6, 6-3, 6-3; C. Dowdeswell and Lloyd vs Casal and Sanchez 6-4, 6-3, 6-3; Bates vs Sanchez 11-9, 6-4; Lloyd lost to Casal 6-4, 6-4.

The tie turned on the doubles, with Ken Flach and Robert Seguso displaying a high level of maturity and skill in their four-set victory over Gomez and the Ecuadorian captain, Ricardo Ycaza.

In leading the United States to their first Davis Cup victory in South America since the debut of John McEnroe in Chile in 1978, Tom Gorman could not have asked for a more auspicious start to his term as captain. Talking a leaf out of the late Harry Hopman's book, he worked his squad extremely hard in practice, instilled a sense of team unity and quickly earned the respect of his young players.

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BELL On Friday 7th March at Bolton General Hospital, in Sheffield and Roger, a daughter...

Deaths

BARTON On March 9th, 1986, suddenly at Woking, Ronald, aged 76 years, husband of Mary...

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Edited by Peter Dear and Peter Davalle

BBC 1
8.00 Breakfast AM
8.50 Breakfast Time with Nick Ross and Debbie Greenwood...

TV-AM
6.15 Good Morning Britain, presented by Anne Diamond and Nick Owen...



Paul Daniels on Radio 2, 10.30pm. Centre: Dick Van Dyke: The Comic, Channel 4, 9.00pm. Right: Stephen Campbell: Arena, BBC 2, 9.55pm



Stress (Die Fledermaus overture), Mendelssohn (Symphony No 10), Weber (Clarinet Concerto No 2 in E flat)... Radio 2

9.20 Ceefax 10.50 Play School (10.50 Ceefax) News After Noon with Richard Whitmore and Frances Coverdale...

ITV LONDON
9.25 Thames news headlines. For Schools: the past, present, and future...

BBC 2
6.55 Open University: Science - Driving Continents. Ends at 7.25. Ceefax...

Radio 4
On long wave. For VHF, see end of Radio 4. 5.55 Shipping Forecast...

Radio 1
On medium wave. News on the hour. Headlines 5.30am, 6.30pm, 7.30 and 8.30. Cricket: Second Test...

1.00 Pebble Mill at One. The guests include photographer Allan Warren who is the first person to have photographed all the dukes of Britain and Ireland...

12.00 Button Moon. Puppet adventures of the Spoon Fairy 12.10 Hatfield (12.20) The Sullivans. Simon Templar is on the trail of members of a Red Army Faction...

2.30 Fm: Fog Over Frisco (1933) stars Rita Davis. Thriller about a society girl whose stepfather comes to her assistance...

5.00 News. From our own correspondent. Life and politics abroad, reported by BBC foreign correspondents...

10.00 News. From our own correspondent. Life and politics abroad, reported by BBC foreign correspondents...

5.00 Newsround with Roger Fm 5.10 Grange Hill. Episodes in the life of a boy who has trouble waking up. Ceefax...

5.15 Connections. Quiz game for teenagers. 5.45 News 6.00 Thames news. Reporting London includes an investigation into why the Government's plans to raise £1 billion by selling off the Thames Water Authority may founder...

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